

FIG. 1A

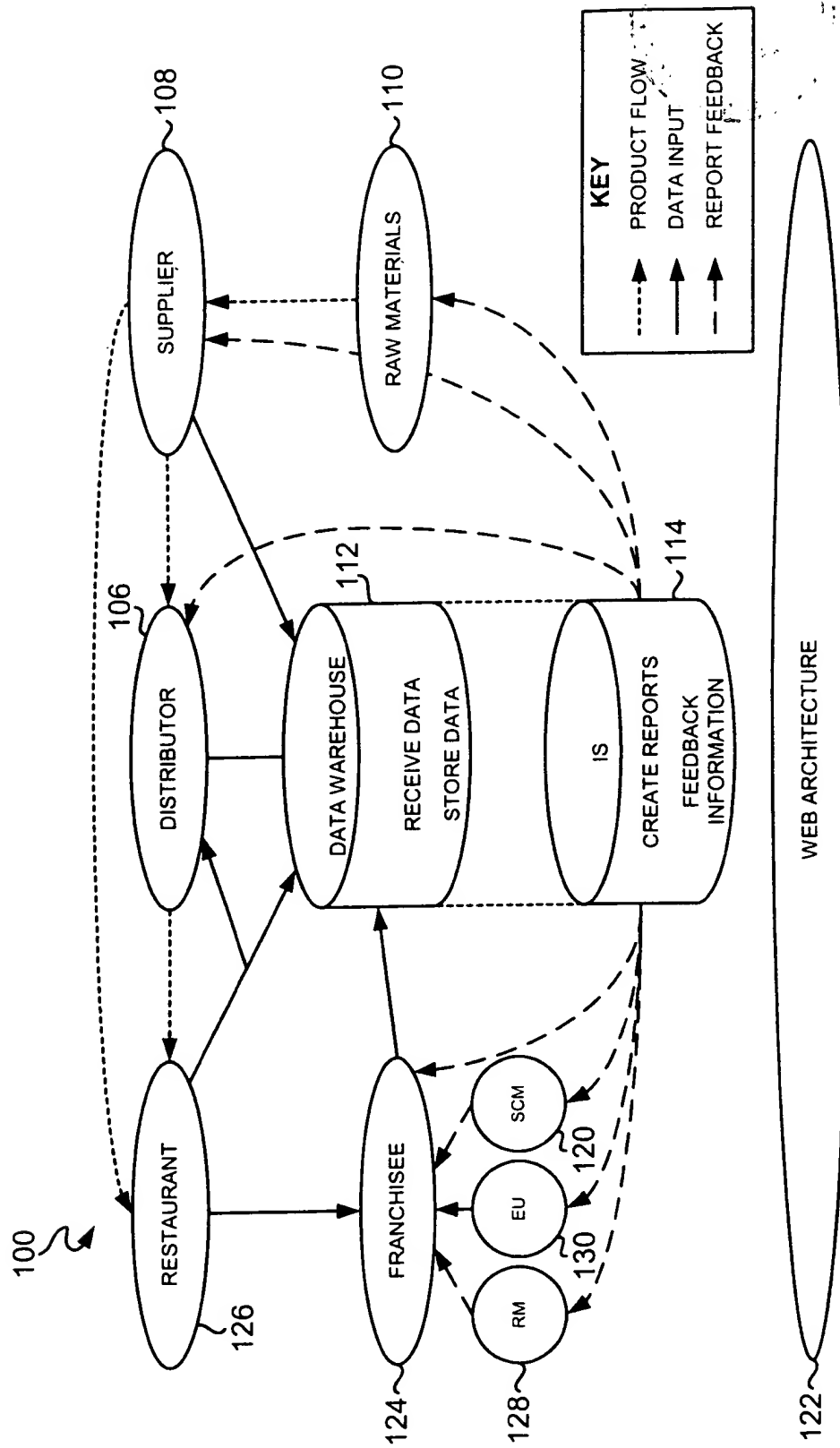
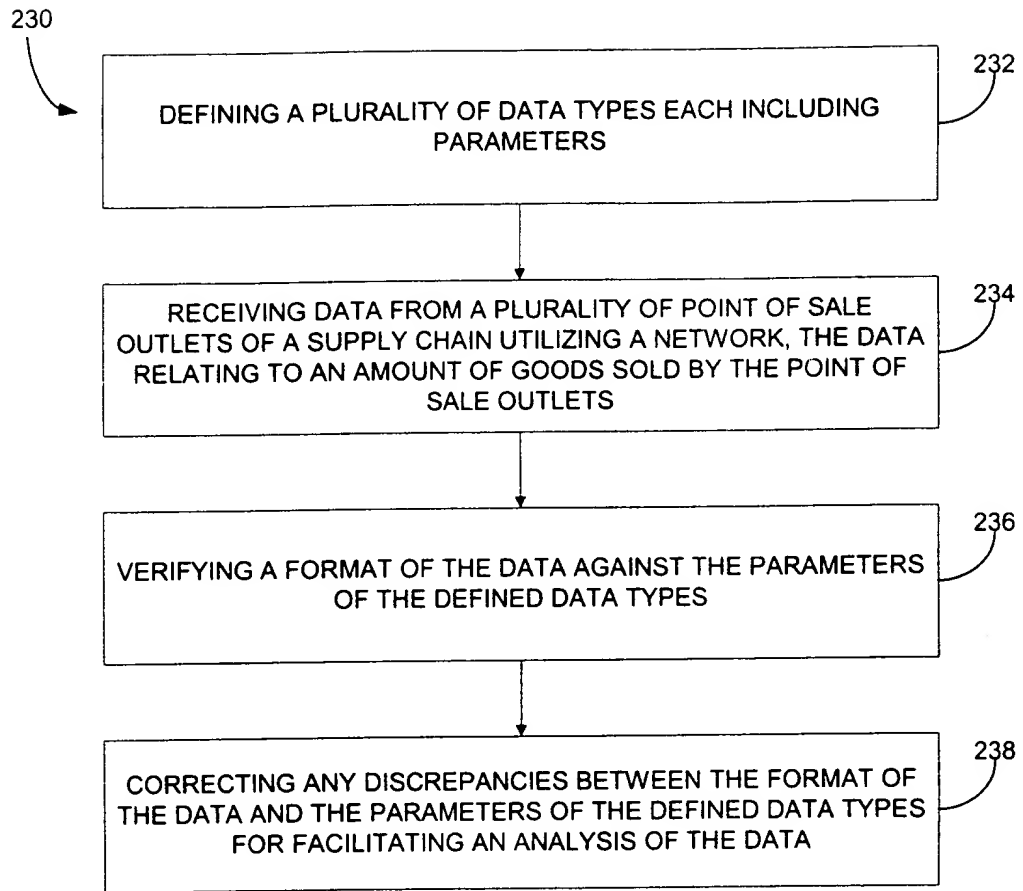
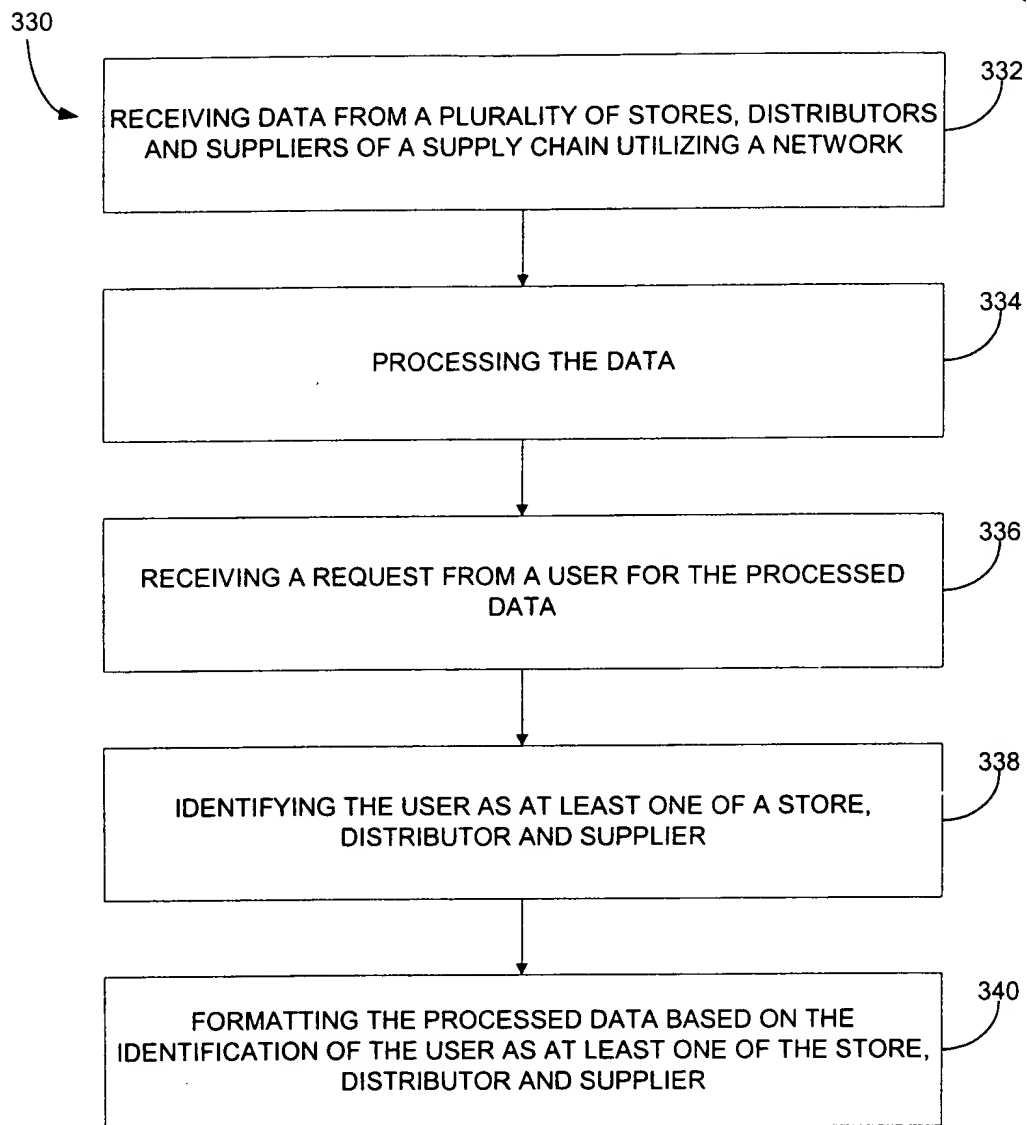


FIG. 1B



**FIG. 2**



**FIG. 3**



00015075-070601

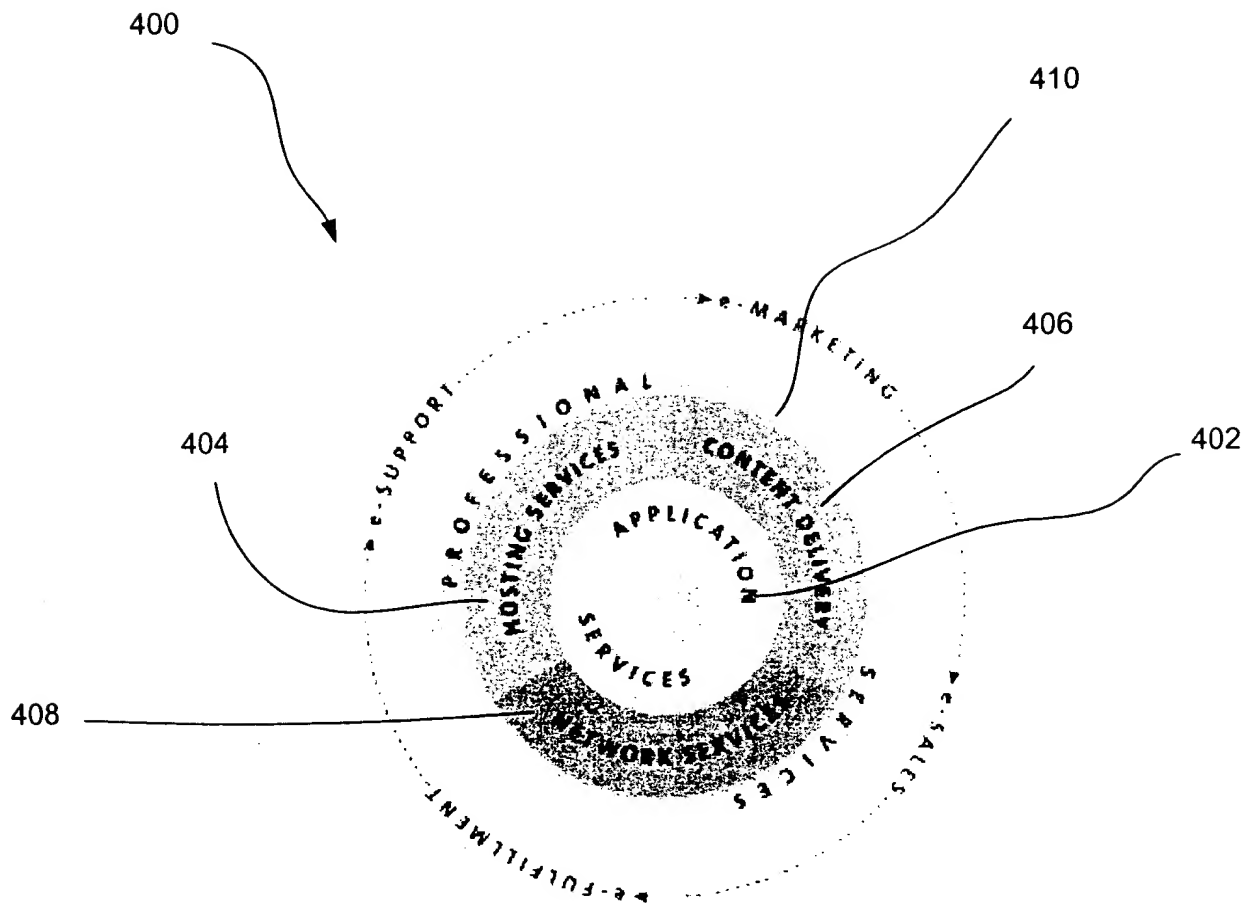
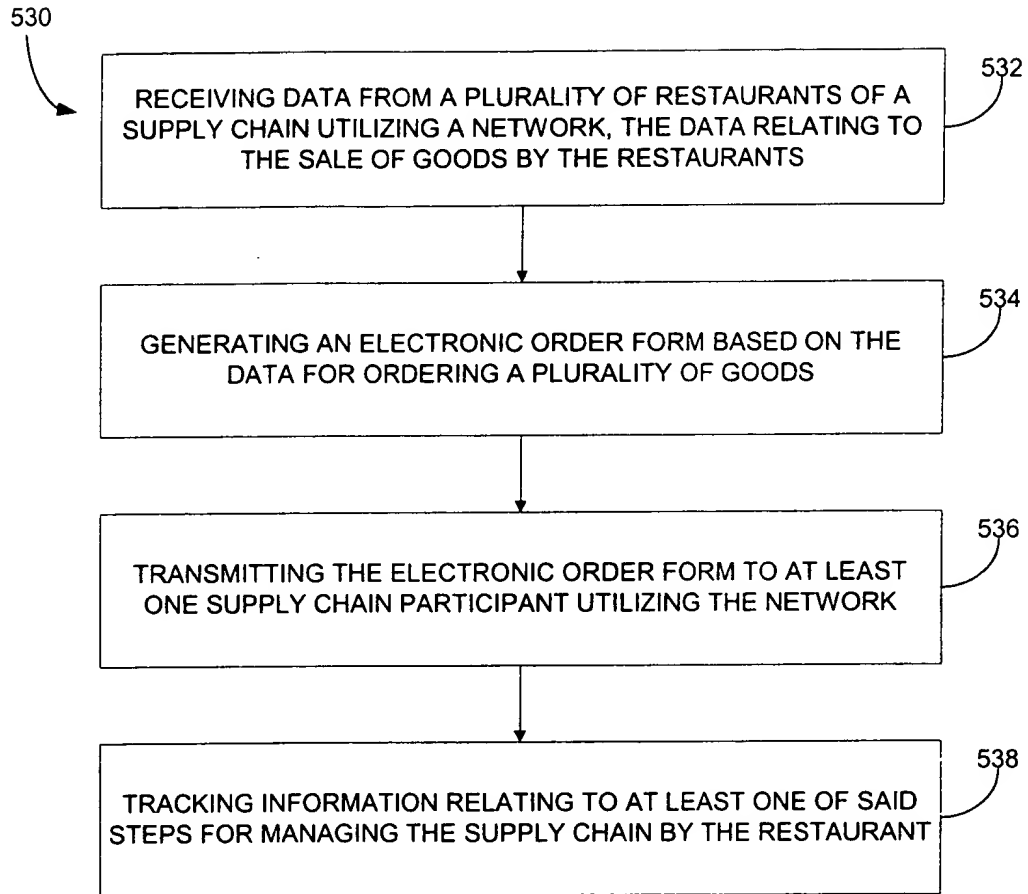
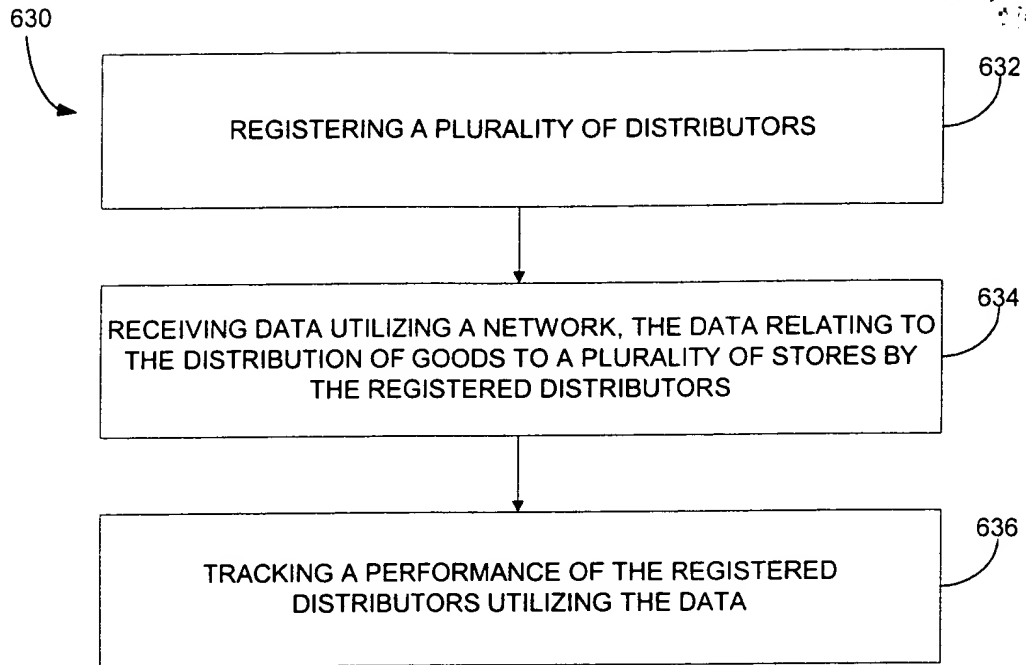


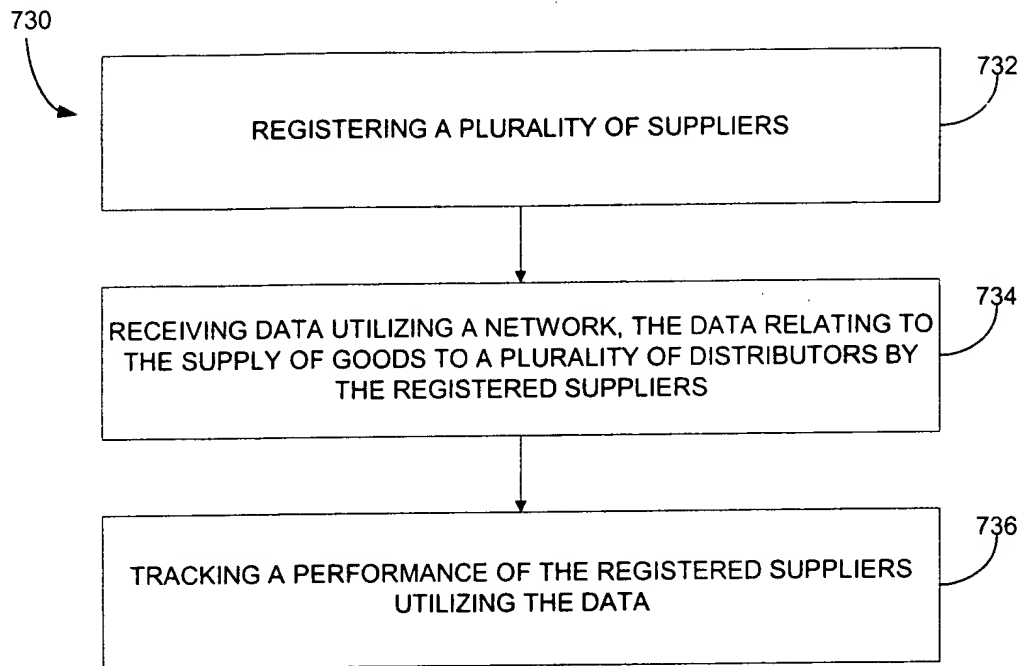
Fig. 4



**FIG. 5**



**FIG. 6**



**FIG. 7**

830

REGISTERING A PLURALITY OF DISTRIBUTORS AND SUPPLIERS  
EACH IN ONE OF A PLURALITY OF MARKETPLACES, WHEREIN  
EACH MARKETPLACE INCLUDES THE SUPPLY AND DISTRIBUTION  
OF AT LEAST ONE OF A PLURALITY OF GOODS USED BY A  
PLURALITY OF STORES

832

RECEIVING DATA UTILIZING A NETWORK, THE DATA RELATING TO  
THE DISTRIBUTION AND SUPPLY OF GOODS TO THE STORES BY  
THE REGISTERED DISTRIBUTORS AND SUPPLIERS IN EACH OF  
THE MARKETPLACES

834

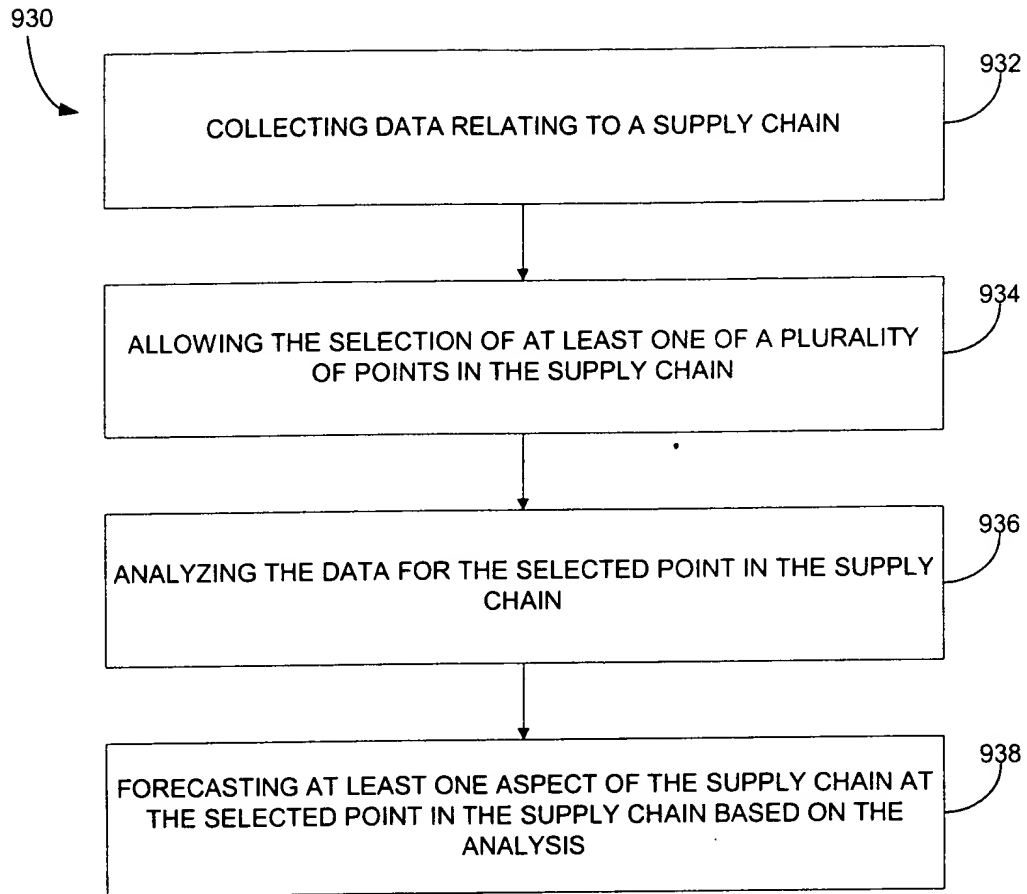
PARSING THE DATA BASED ON MARKETPLACES

836

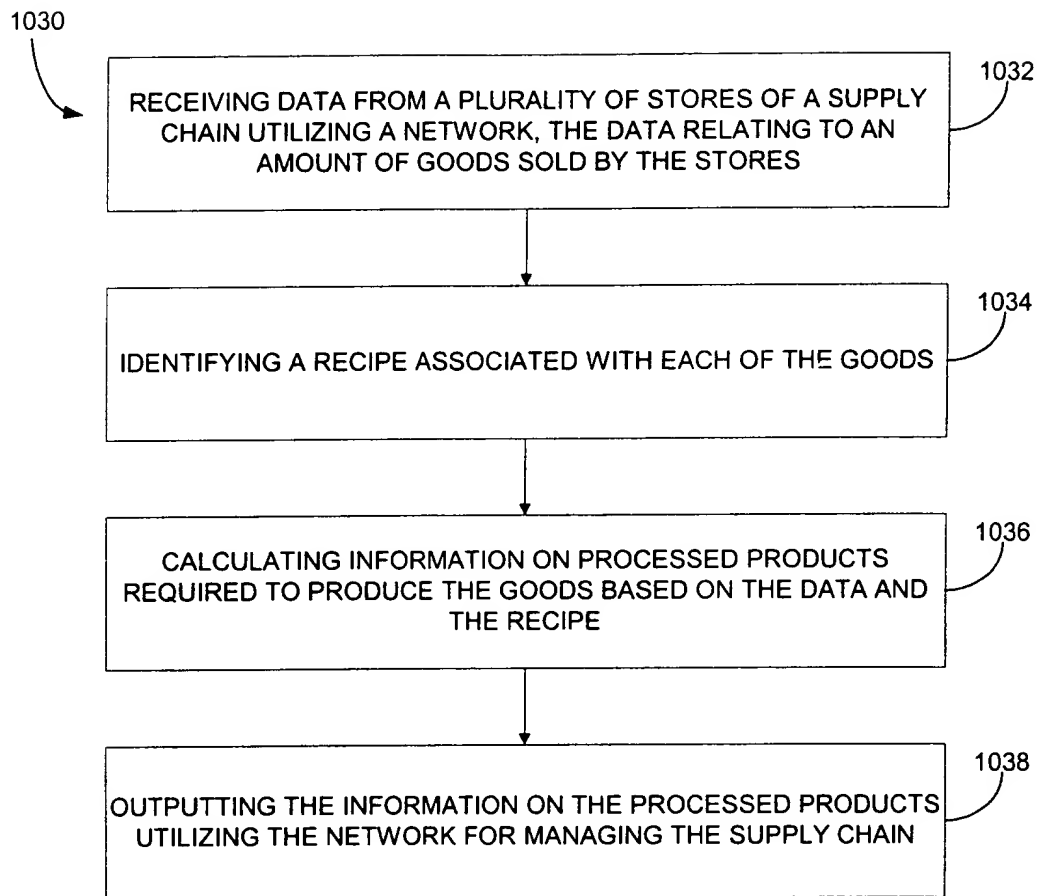
TRACKING A PERFORMANCE OF THE REGISTERED  
DISTRIBUTORS AND SUPPLIERS IN EACH OF THE MARKETPLACES  
UTILIZING THE DATA

838

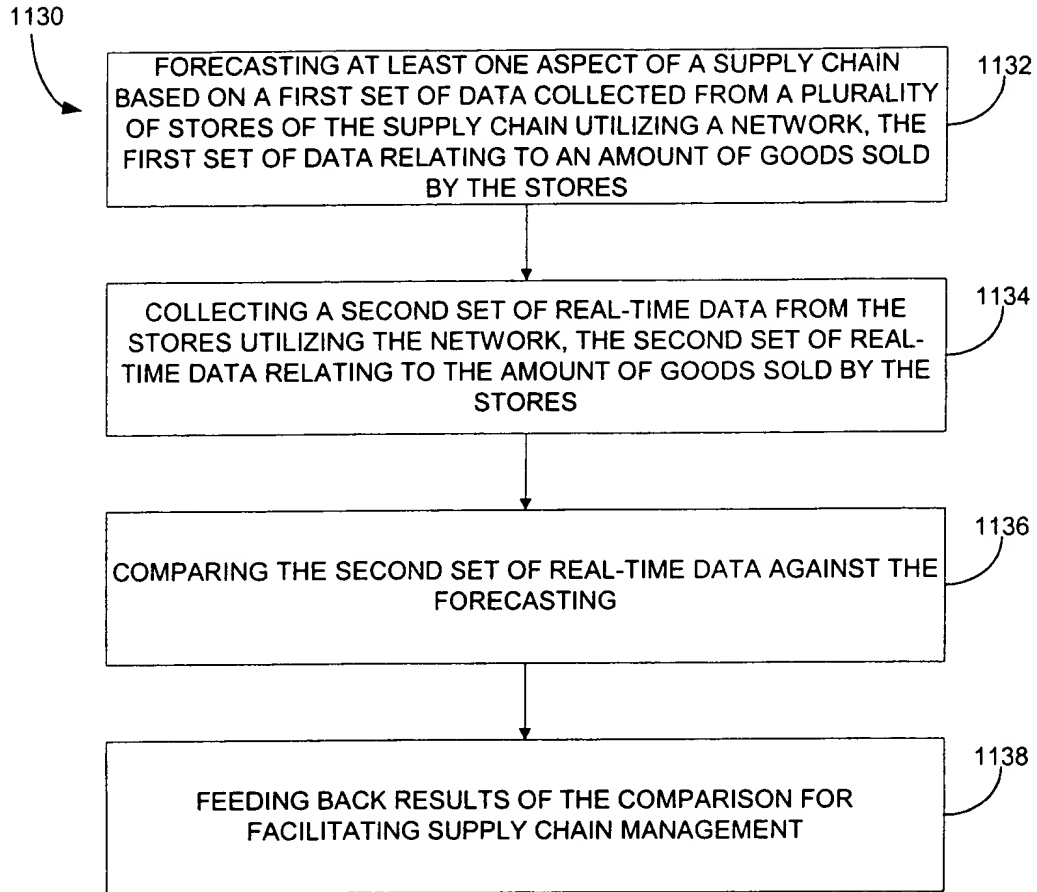
**FIG. 8**



**FIG. 9**



**FIG. 10**



**FIG. 11**



2025 RELEASE UNDER E.O. 14176

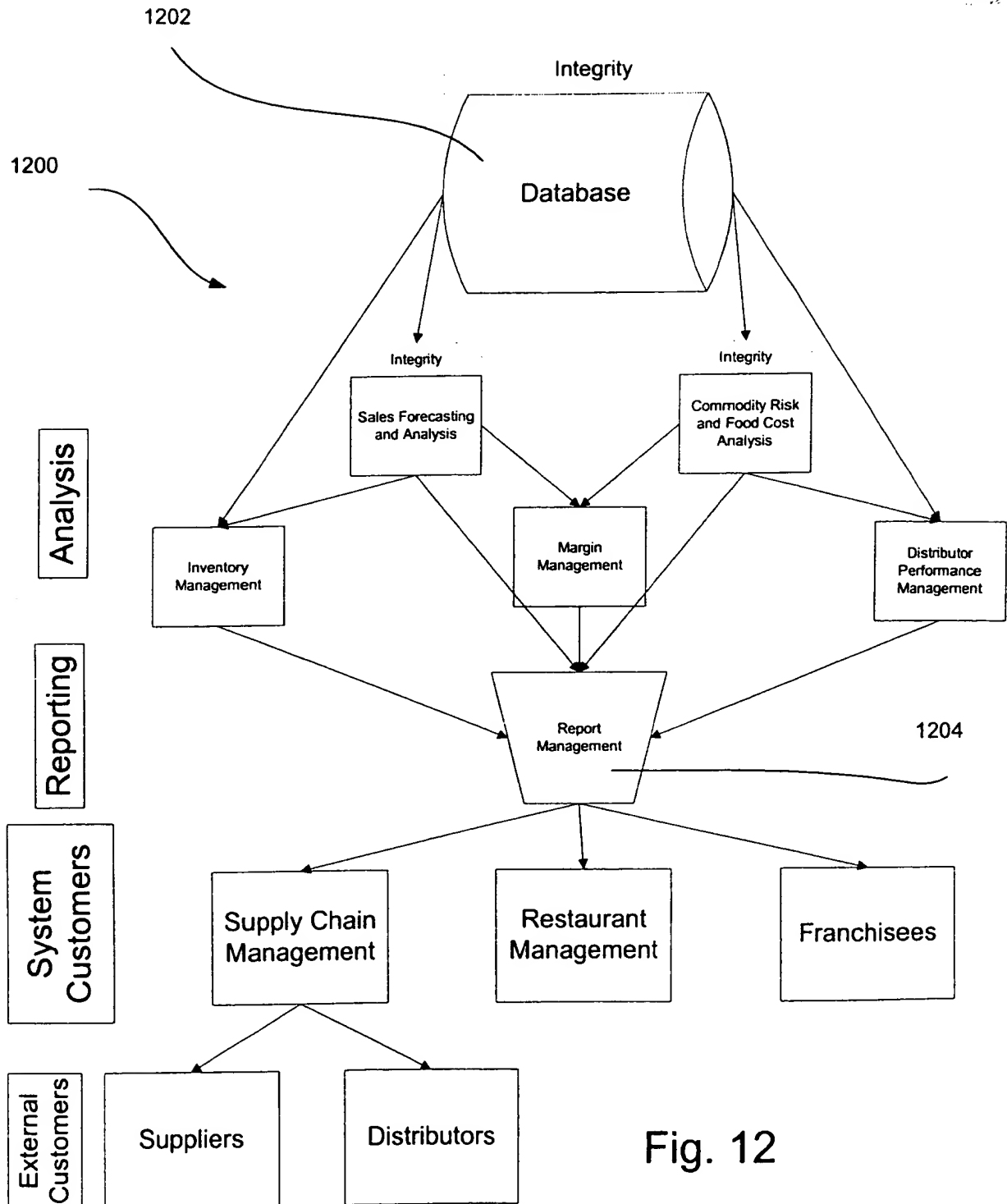
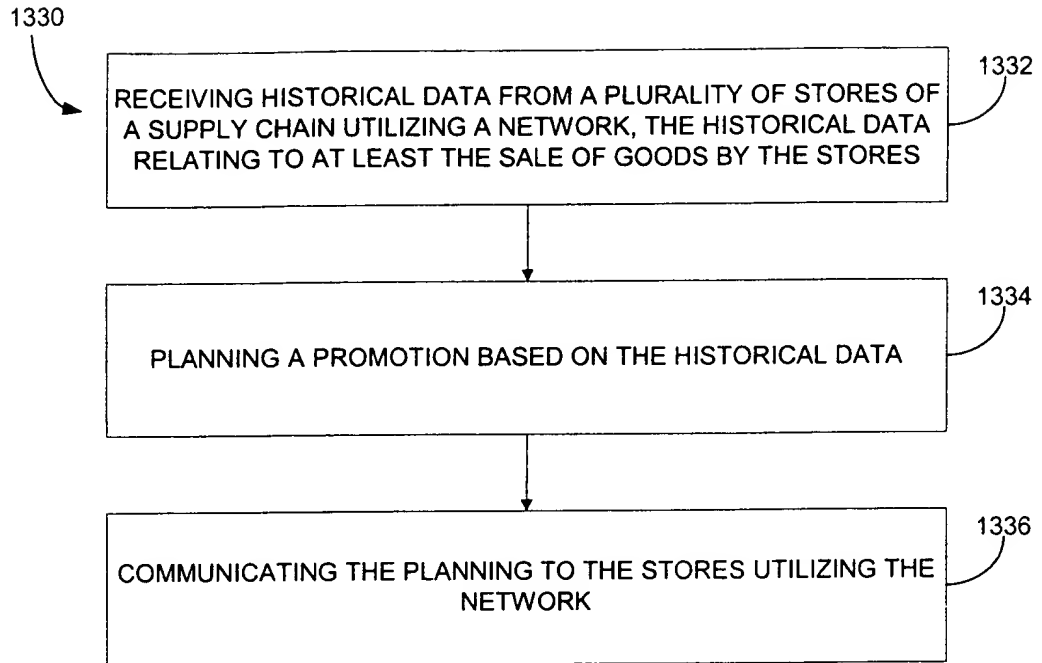
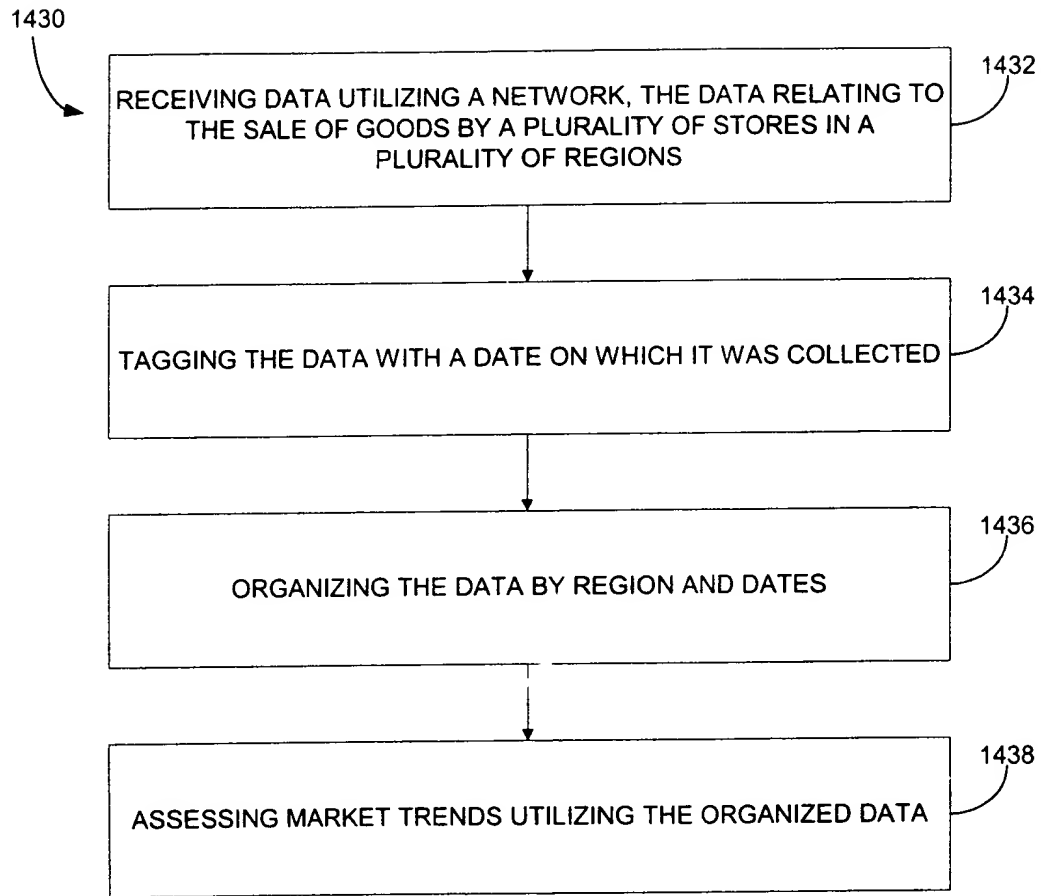


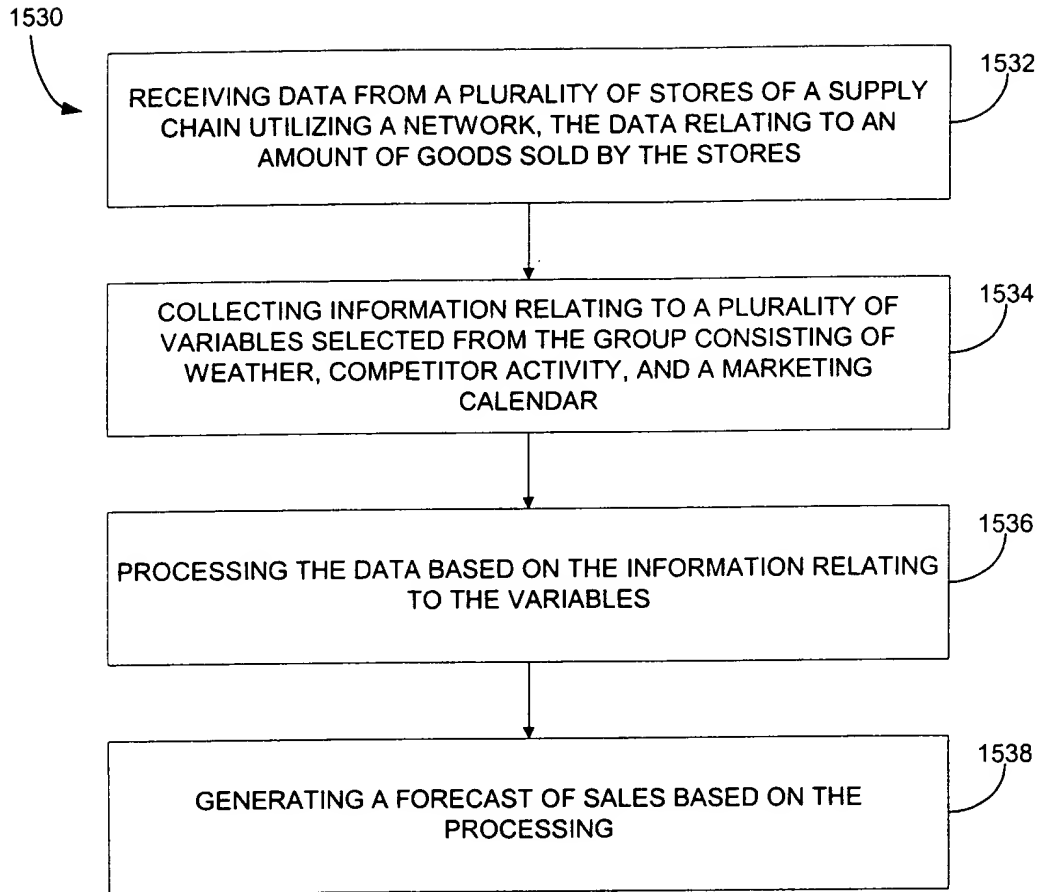
Fig. 12



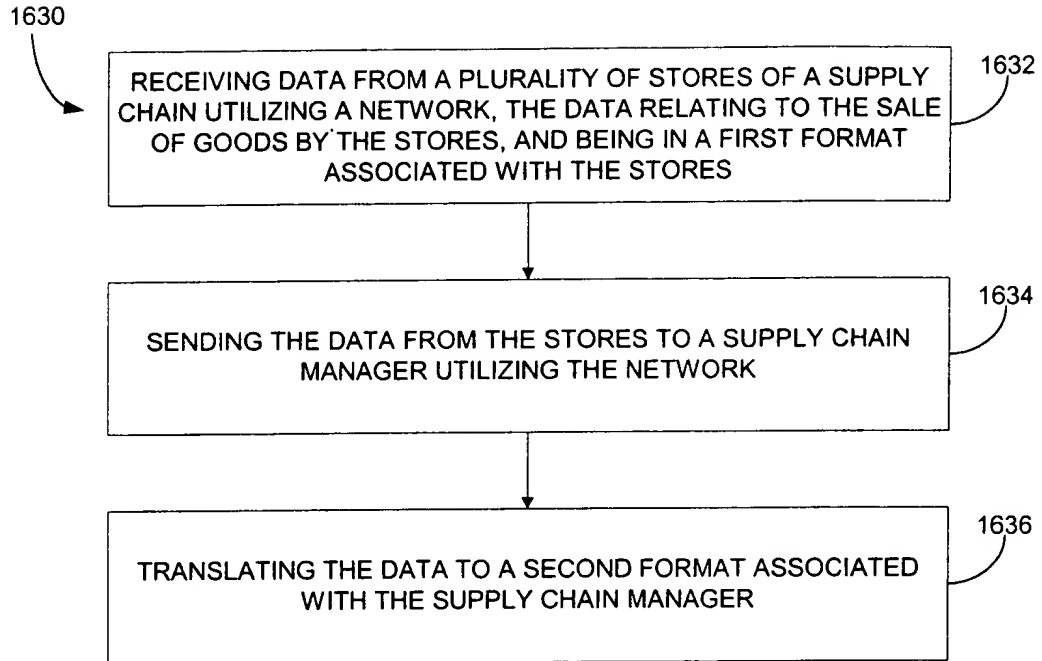
**FIG. 13**



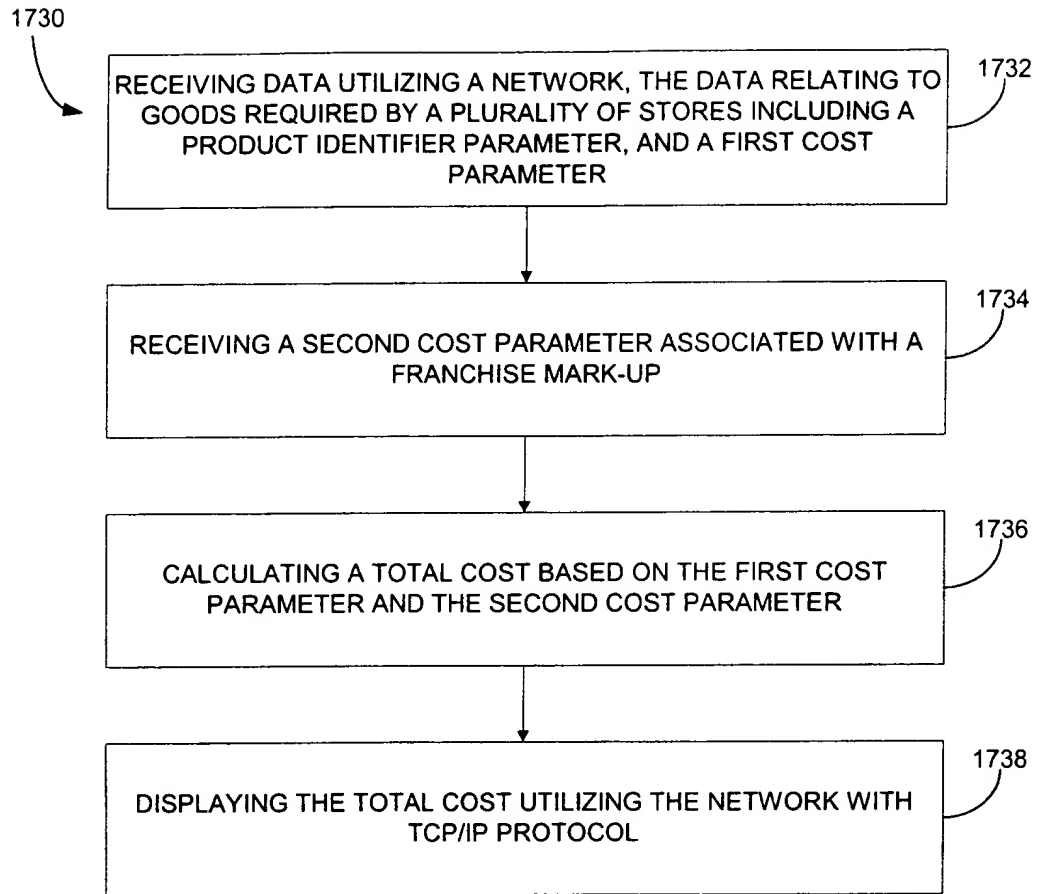
**FIG. 14**



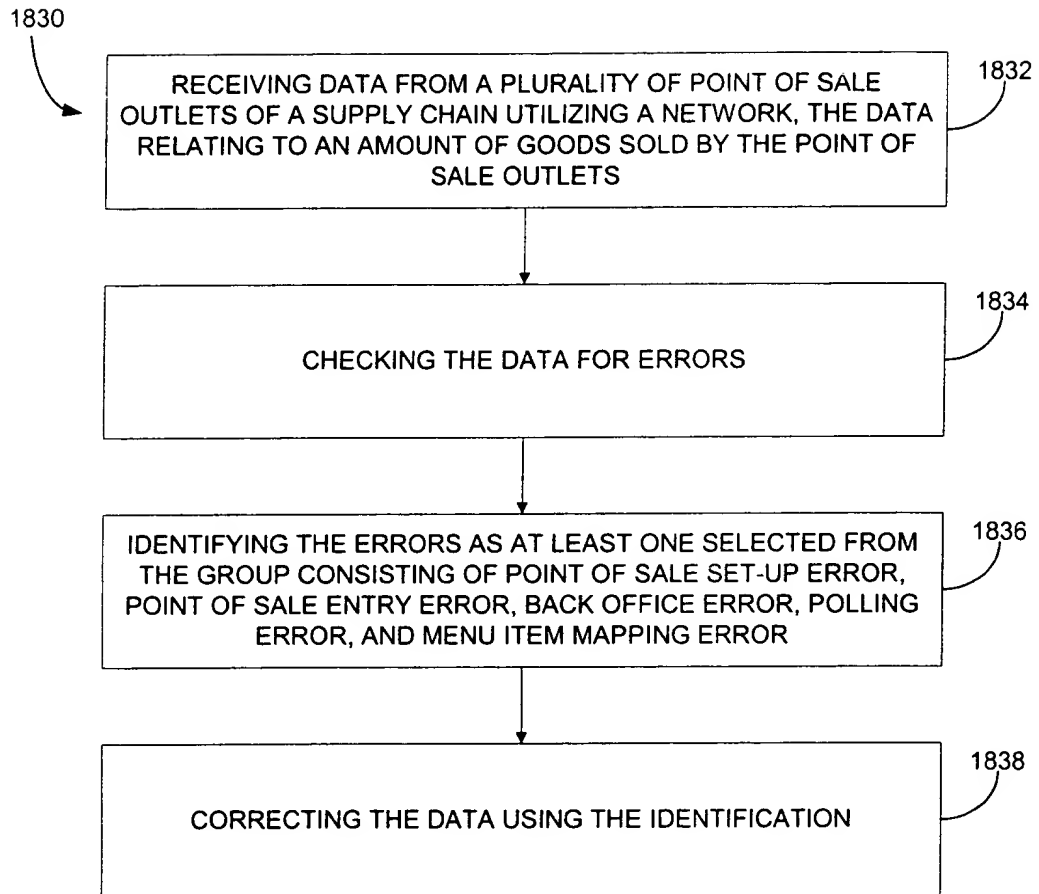
**FIG. 15**



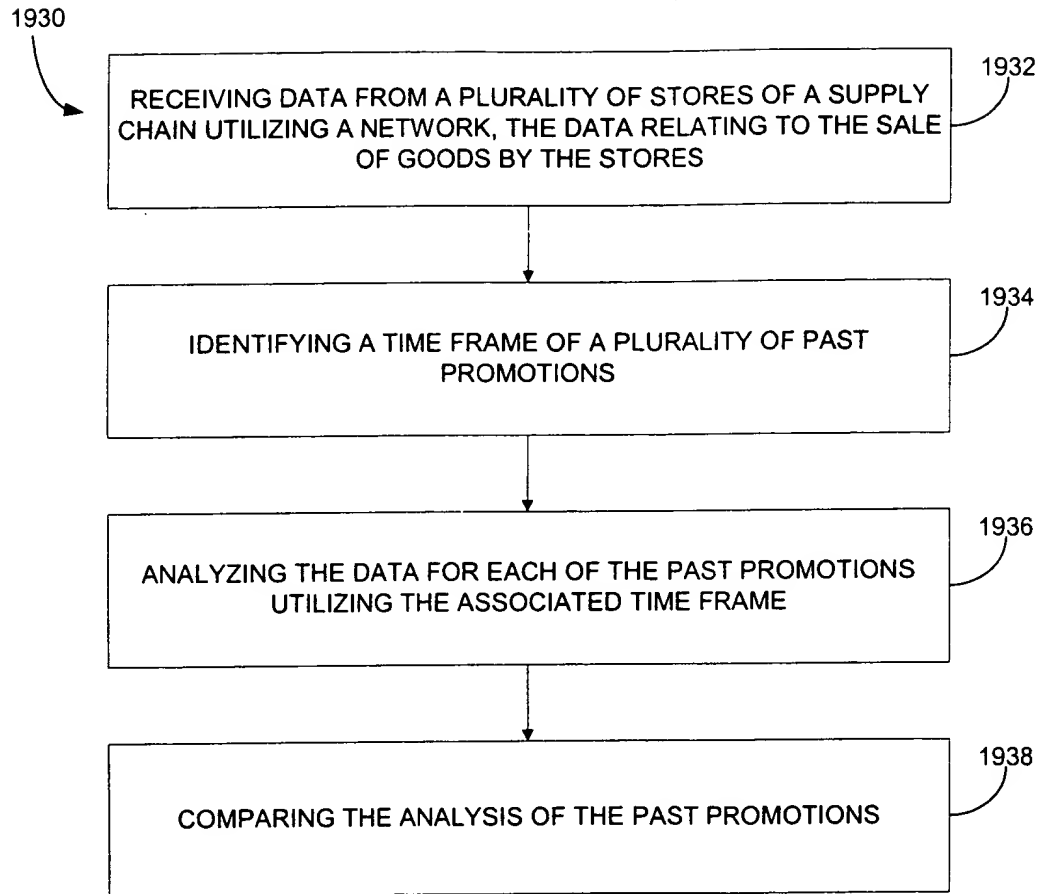
**FIG. 16**



**FIG. 17**



**FIG. 18**



**FIG. 19**





Fig. 20

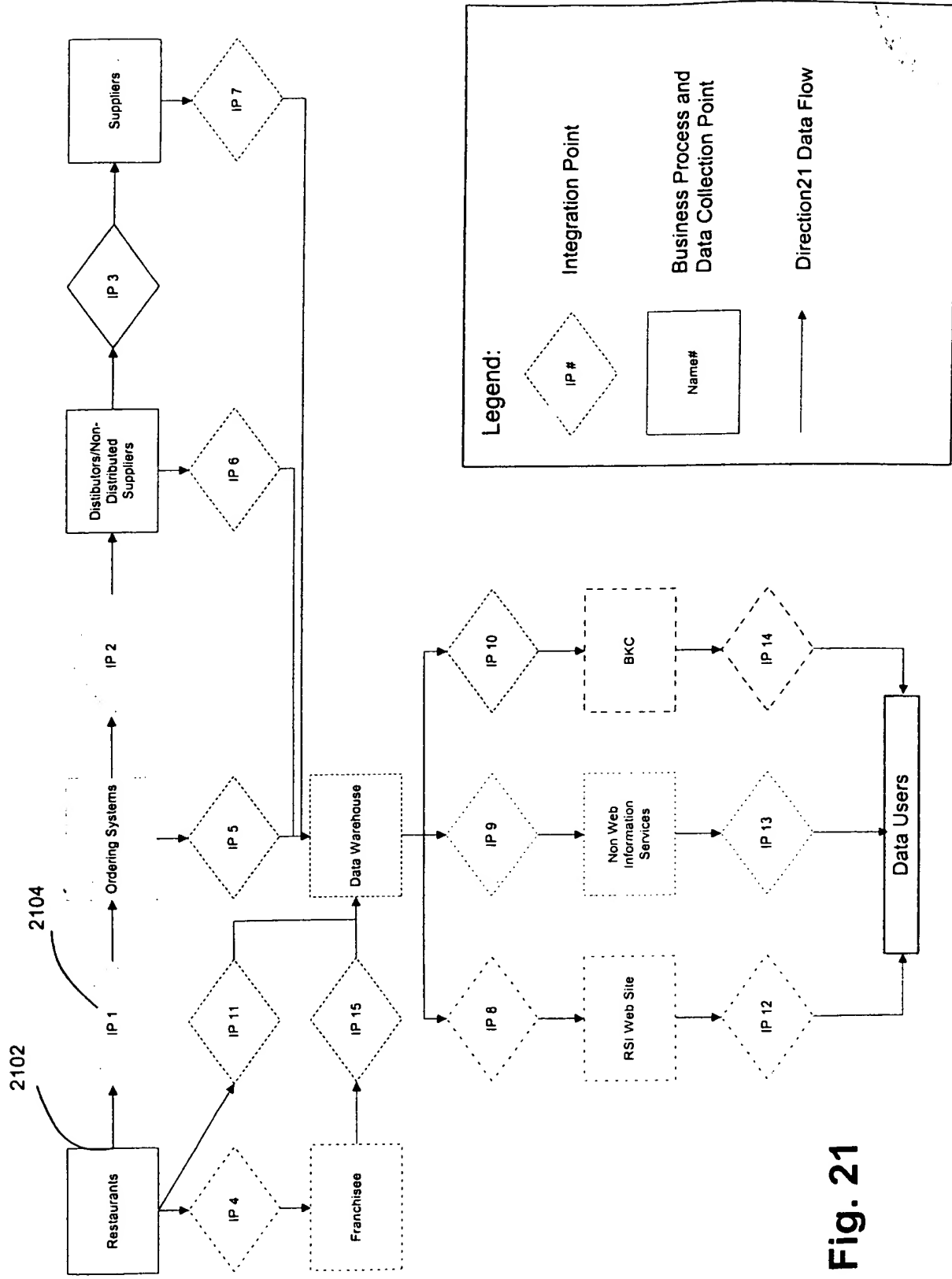


Fig. 21

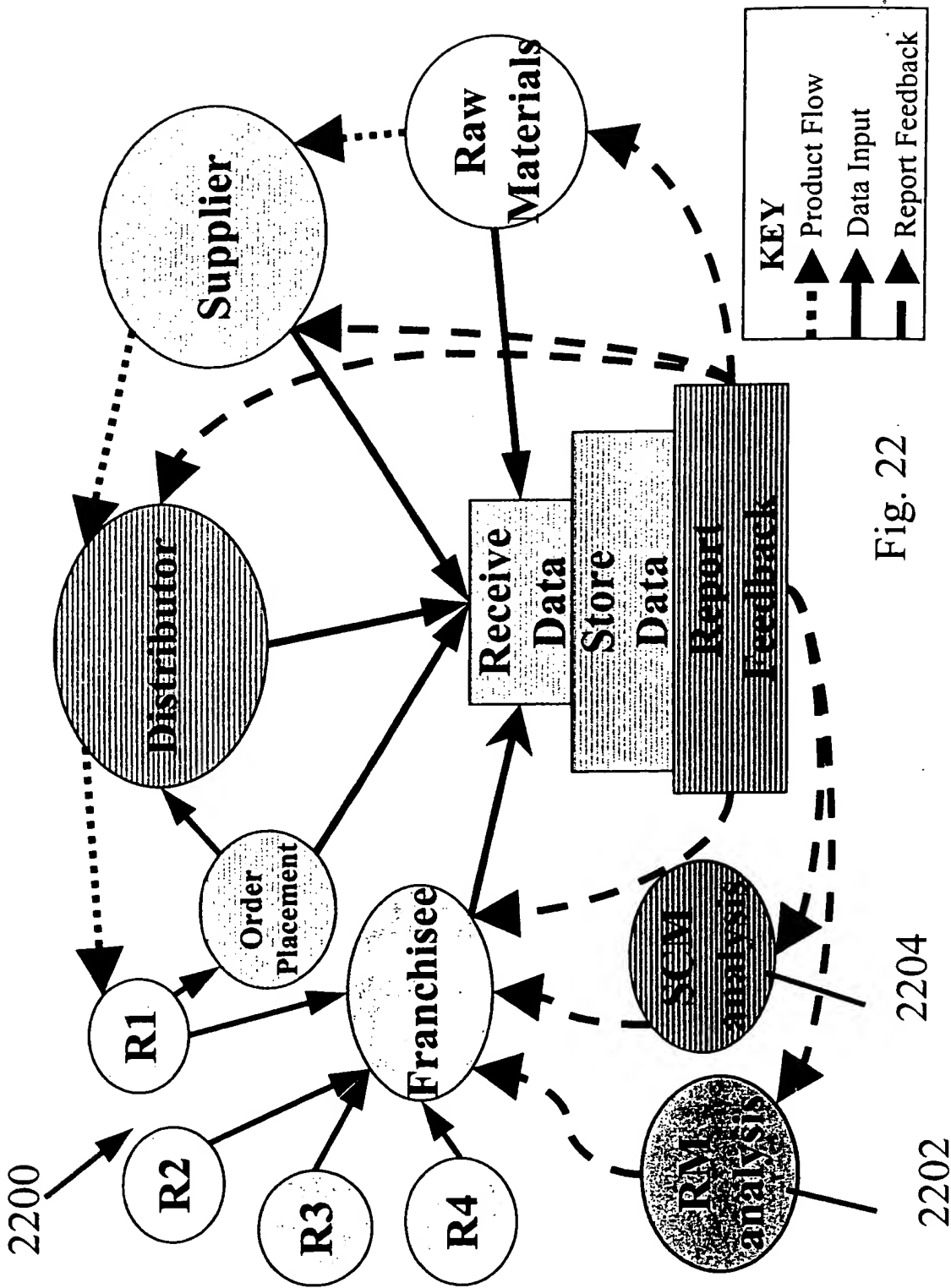
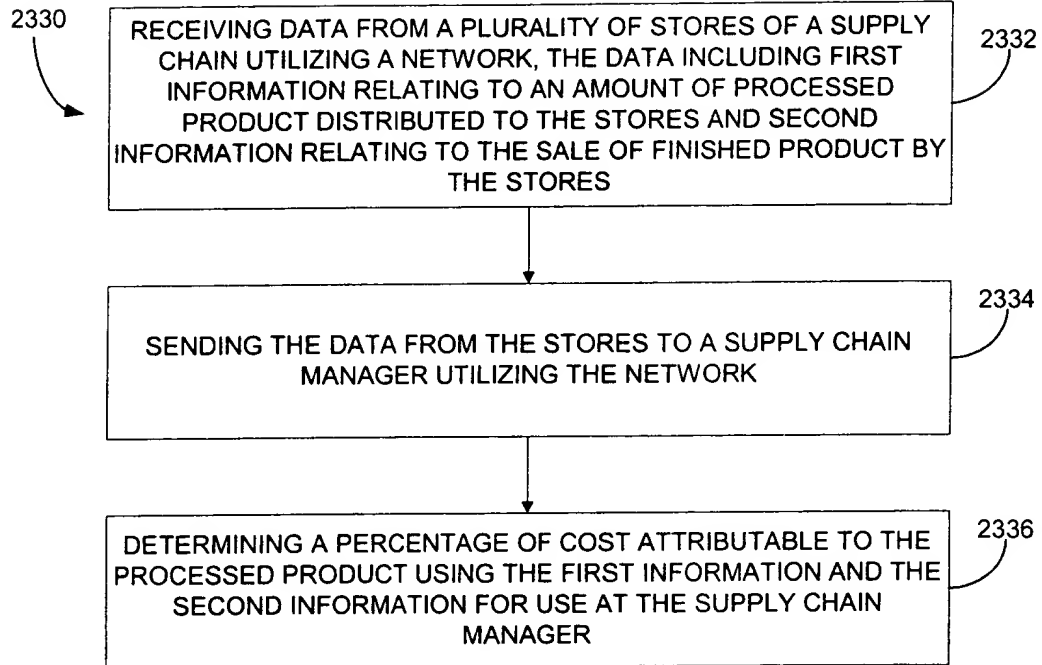


Fig. 22



**FIG. 23**

FIG. 24

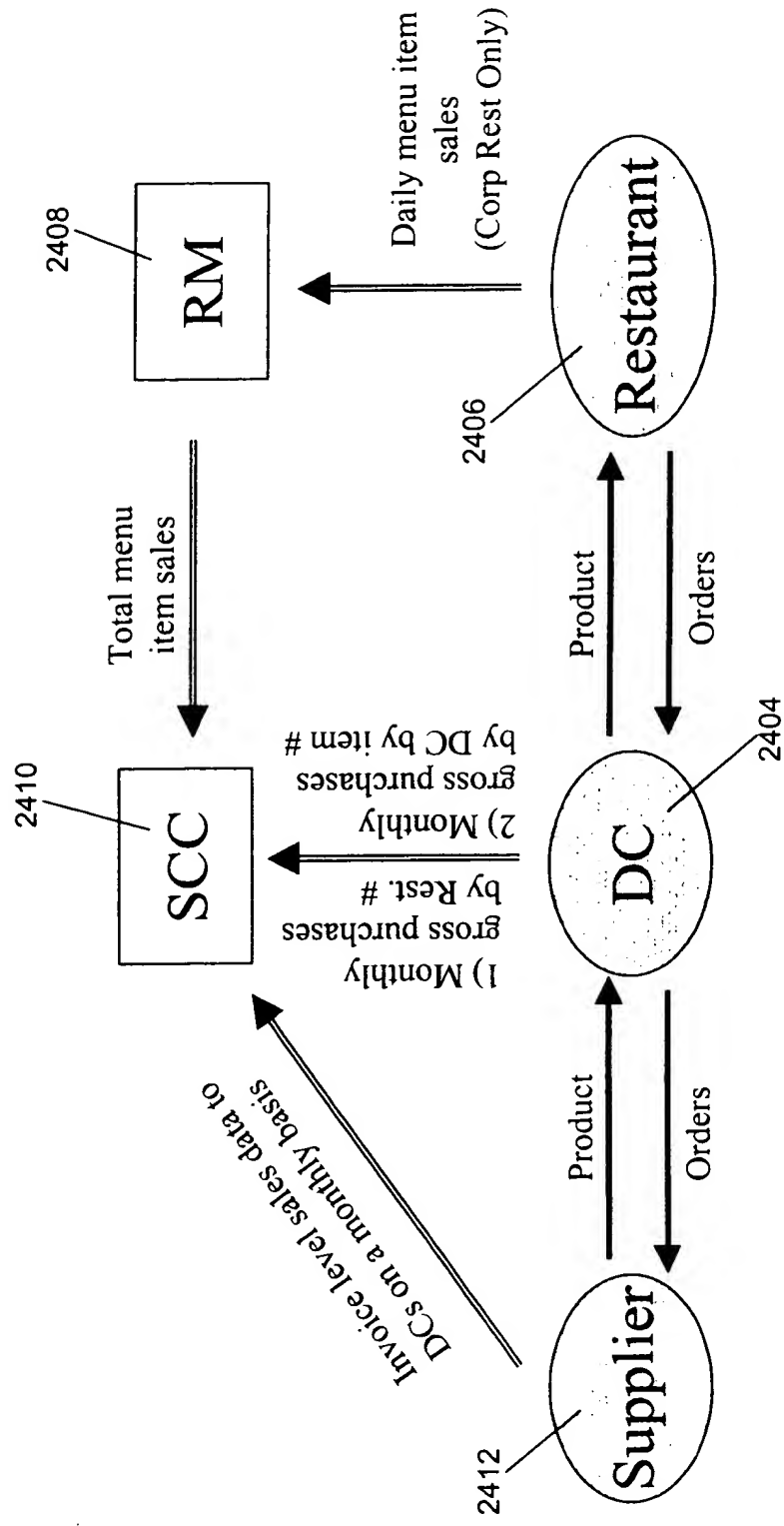


FIG. 25

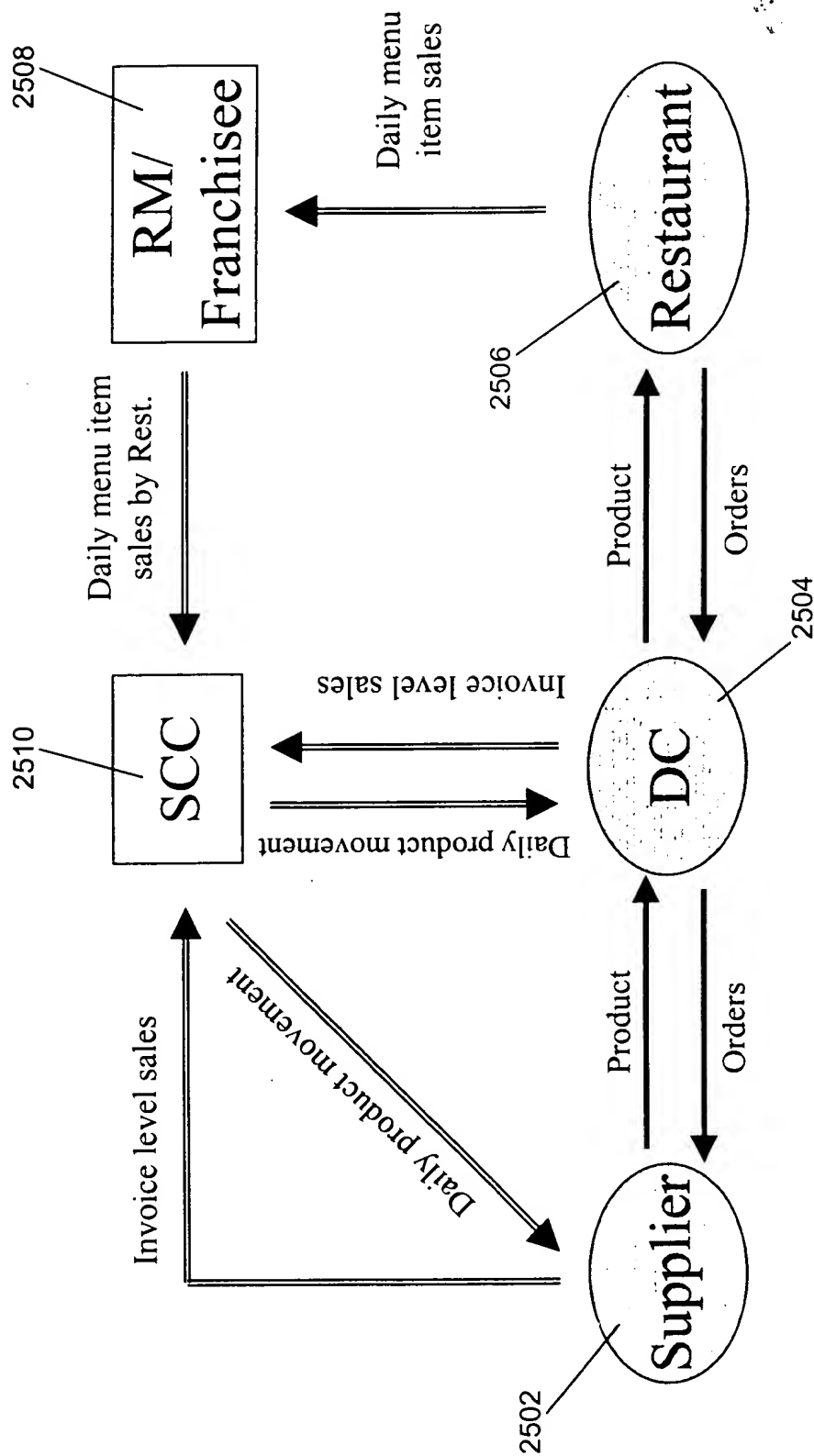




FIG. 27

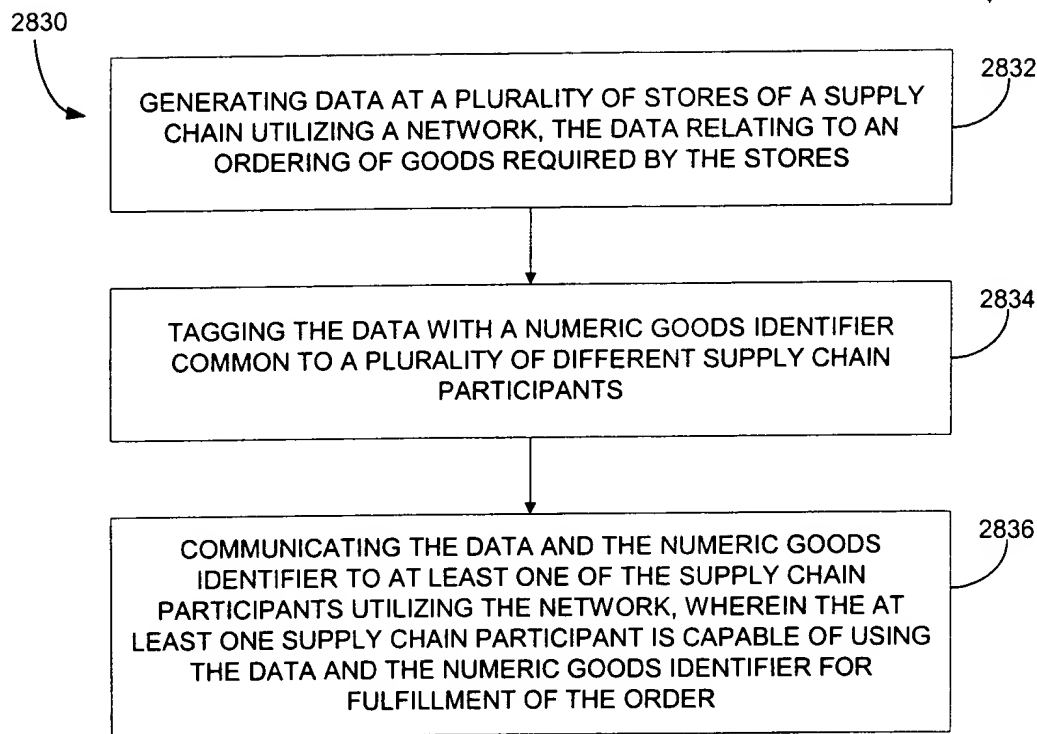
2700

## Promotional Monitor - System &amp; Regional

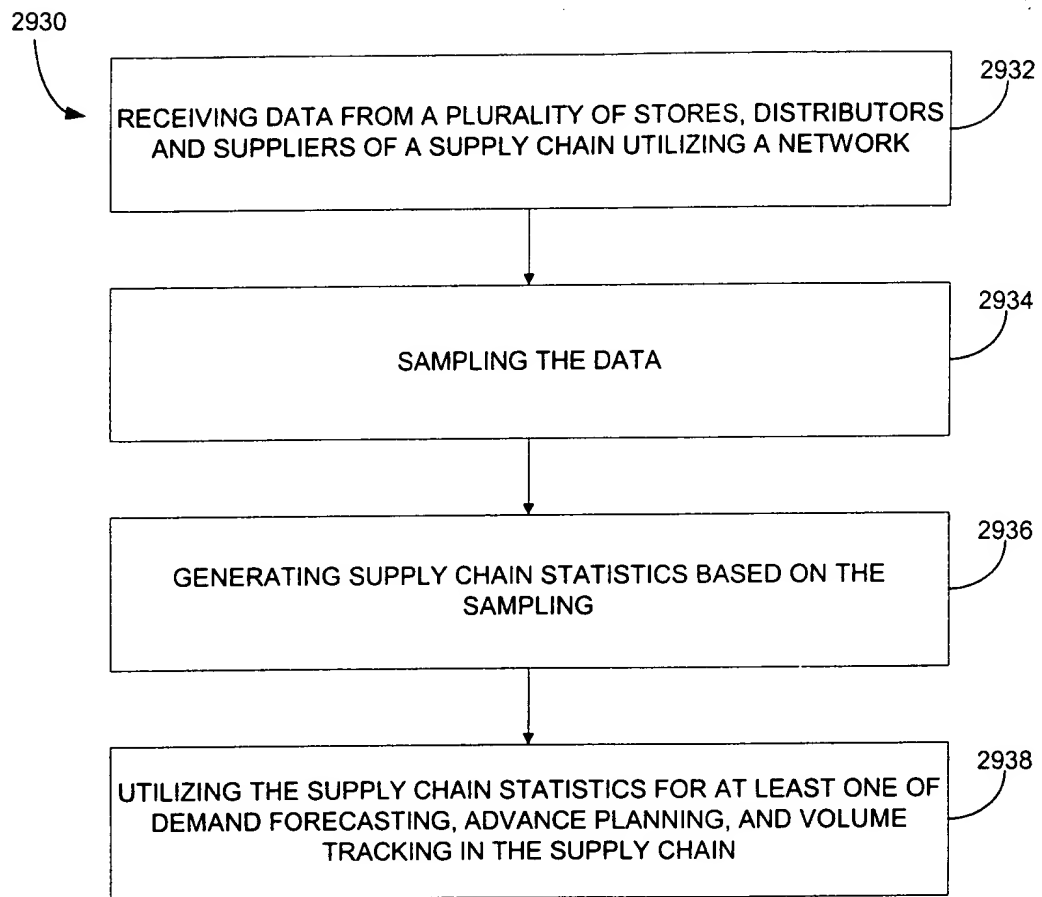
|  |                   | History  |          |          |          | Week #1 |         |         |         |         |         |         |          |
|--|-------------------|----------|----------|----------|----------|---------|---------|---------|---------|---------|---------|---------|----------|
|  |                   | W-4      | W-3      | W-2      | W-1      | D+1     | D+2     | D+3     | D+4     | D+5     | D+6     | D+7     | Total    |
| Total Sales(\$/Store)  |                   | \$23,000 | \$23,500 | \$23,250 | \$23,450 | \$2,888 | \$3,150 | \$3,413 | \$3,413 | \$3,675 | \$5,513 | \$4,200 | \$26,250 |
| Menu Item Sales for Key Products(units/restaurant/week)                  |                   |          |          |          |          |         |         |         |         |         |         |         |          |
| Category   | Segment           |          |          |          |          |         |         |         |         |         |         |         |          |
| Whopper  | WHOPPERS          | 215      | 211      | 228      | 269      | 32      | 34      | 37      | 37      | 40      | 60      | 46      | 286      |
|  | WHOPPERS WICHEESE | 146      | 142      | 148      | 162      | 18      | 20      | 21      | 21      | 23      | 35      | 26      | 165      |
|  | YWWM WHOPPERS     | 699      | 679      | 714      | 813      | 94      | 103     | 111     | 111     | 120     | 180     | 137     | 857      |
| Whopper Total  |                   | 1,060    | 1,032    | 1,090    | 1,244    | 144     | 157     | 170     | 170     | 183     | 275     | 209     | 1,309    |
| Variance from Expected (Highlighted Areas are Outside of Expected Range) |                   |          |          |          |          |         |         |         |         |         |         |         |          |
| Whopper  | WHOPPERS          | 11.4%    | -9.8%    | -23.2%   | -4.6%    | 2.3%    | 3.0%    | 1.0%    | 4.0%    | 11.0%   | 16.0%   | 8.0%    | 6.5%     |
|  | WHOPPERS WICHEESE | 8.1%     | -8.4%    | -24.5%   | -5.8%    | 1.0%    | 4.0%    | 1.0%    | 4.0%    | 13.0%   | 14.0%   | 9.0%    | 6.6%     |
|  | YWWM WHOPPERS     | 12.2%    | -10.7%   | -22.5%   | -1.9%    | 3.0%    | 3.0%    | 1.0%    | 5.0%    | 16.0%   | 19.0%   | 7.0%    | 7.7%     |
| Whopper Total  |                   | 10.6%    | -9.6%    | -23.4%   | -4.1%    | 2.1%    | 3.3%    | 1.0%    | 4.3%    | 13.3%   | 16.3%   | 8.0%    | 6.9%     |

2702





**FIG. 28**



**FIG. 29**

709920 94697850

3000

Distribution Center: Alliant Topeka

Time Period (Month/Yr): Jun-00

### Delivery Order Fill Rate

Total Cases Ordered: 65712

3002

| Operations: | Warehouse Outs | Damages | MisPicks | Short on Truck | Overlooked and Not Returned | Total Operations |
|-------------|----------------|---------|----------|----------------|-----------------------------|------------------|
| Cases:      | 154            | 68      | 62       | 284            |                             | 568              |
| Percent     | 0.23%          | 0.10%   | 0.09%    | 0.43%          | 0.00%                       | 0.86%            |

3004

| Purchasing: | Out of Stocks | Substitutions | Out of Code | Total Purchasing |
|-------------|---------------|---------------|-------------|------------------|
| Cases:      | 990           | 70            |             | 1060             |
| Percent:    | 1.51%         | 0.11%         | 0.00%       | 1.61%            |

| Distribution Center Total: | Cases | Percent |
|----------------------------|-------|---------|
| Operations:                | 568   | 0.86%   |
| Purchasing:                | 1060  | 1.61%   |
| Grand Total:               | 1628  | 2.48%   |

Delivery Order Fill Rate: 97.52%

### On-Time Delivery Rate

|                          |       |
|--------------------------|-------|
| Total # of Deliveries:   | 1232  |
| # of On-Time Deliveries: |       |
| On-Time Delivery Rate:   | 0.00% |

### Perfect Order Rate

|                            |        |
|----------------------------|--------|
| Total # of Deliveries:     | 1232   |
| Total # of Perfect Orders: | 725    |
| Perfect Order Rate:        | 58.85% |

FIG. 30

3100

# Alliant - Monthly DC Data Feed Performance August 2000 Mock Report

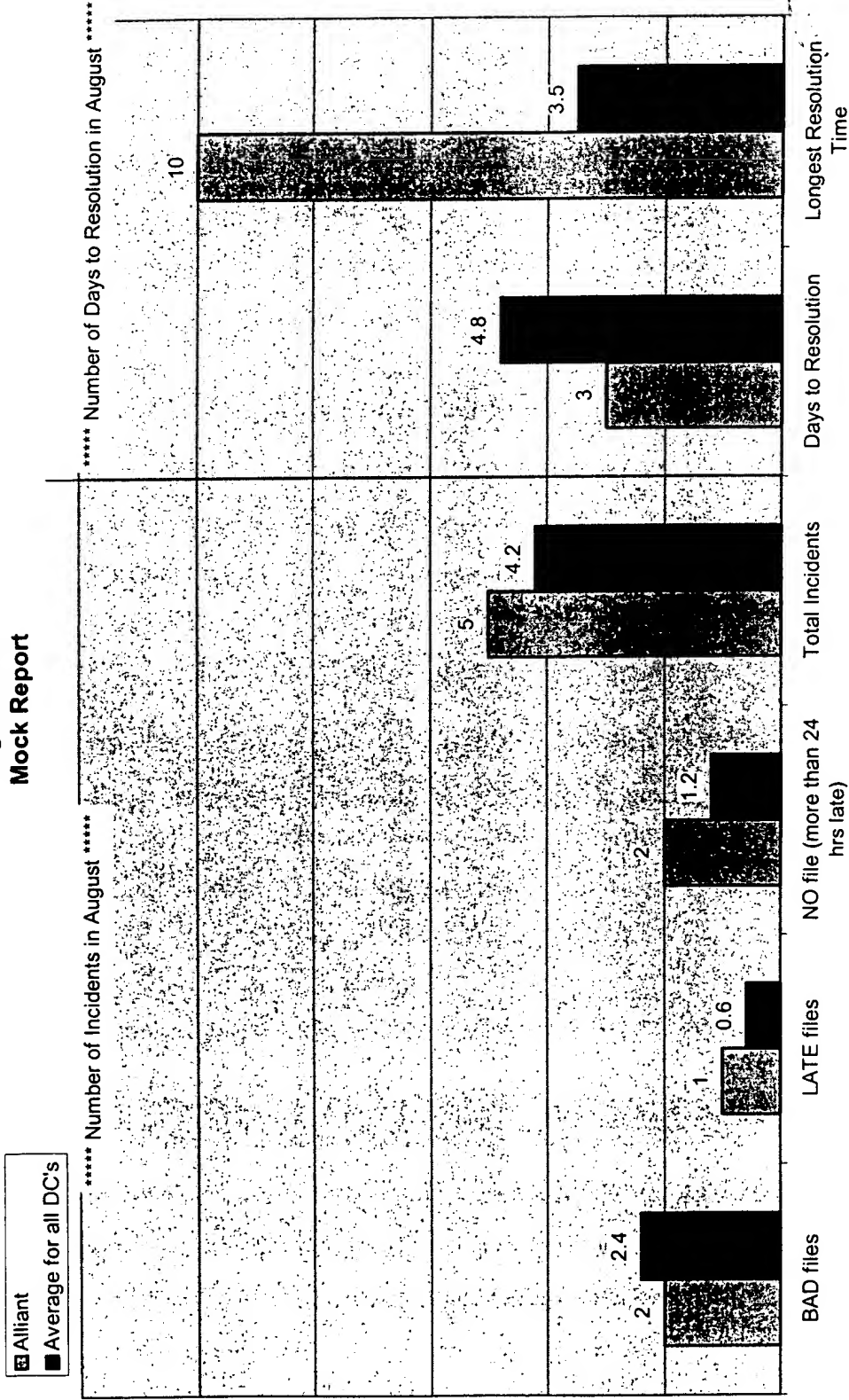


FIG. 31

709040 9457860

3200



# Service Level Reporting August

|                        | Fill Rate | On - Time | Perfect Order |
|------------------------|-----------|-----------|---------------|
| Alliant-Paducah        | 99.14%    |           |               |
| Alliant-Topeka         |           |           |               |
| Alliant Wixom          | 99.05%    |           |               |
| King-Atlanta           | 99.34%    |           | 78.70%        |
| King-Jacksonville      |           |           |               |
| King-Louisville        |           |           |               |
| Maines 29, Conklin     | 99.41%    |           | 79.25%        |
| Maines 30, Cleveland   |           |           |               |
| Maines Long Island     | 99.41%    |           |               |
| Maines New England     |           |           | 79.83%        |
| MBM Fullerton          | 99.13%    |           | #DIV/0!       |
| MBM Lewisville         |           |           | #DIV/0!       |
| MBM Orlando            |           |           | #DIV/0!       |
| MBM Rocky Mount        | 99.13%    |           | #DIV/0!       |
| McCabe's               |           |           |               |
| McLane Lubbock         | #DIV/0!   | #DIV/0!   | #DIV/0!       |
| Nicholas & Co.         |           |           |               |
| PFD Supply             | 99.16%    |           |               |
| PFG Victoria           | 99.42%    | #DIV/0!   |               |
| PYA/Monarch            | 99.20%    |           |               |
| Reinhart-Cedar Rapids  | 99.05%    |           |               |
| Reinhart-Oak Creek     | 99.31%    |           |               |
| Reinhart-Rogers        |           |           |               |
| Restaurants NW         | 99.03%    | 99.07%    | 80.7%         |
| Shamrock Commerce City |           | 99.56%    | 85.1%         |
| Shamrock Phoenix       | 99.81%    |           |               |
| Sigma Harrisburg       |           |           |               |
| Sigma Stockton         |           |           |               |
| Sysco                  |           |           |               |

|         | Fill Rate | On - Time | Perfect Order |
|---------|-----------|-----------|---------------|
| BKC Min | 98.50%    | 90.00%    | 78.00%        |
| RSI Min | 99.50%    | 90.00%    | 80.00%        |

|                      |
|----------------------|
| OK                   |
| Didn't meet RSI Min. |
| Didn't meet BK Min.  |

FIG. 32

FIG. 33

3300

**Vendor:**

XYZ Company

**Time Period:**

Aug-00

3300

**Delivery Statistics:**

DC Requested Lead-Time  
DC Adherence to Lead-Time  
Days Delivery Late  
On-Time Delivery Percentage  
Hours Delivery Late

|      |
|------|
| 4    |
| 95%  |
| 1.7  |
| 95%  |
| 0.93 |

**Inventory Management:**

Average Days On Hand  
SKU #1  
SKU #2  
Max Days On Hand  
SKU #1  
SKU #2

|    |
|----|
| 19 |
| 22 |
| 40 |
| 32 |

**Invoice, Payment and Pricing:**

Days for Payment  
Monthly FOB Variance  
Monthly Freight Variance  
Monthly Total Variance

|           |
|-----------|
| 12        |
| \$ 30,152 |
| \$ 3,594  |
| \$ 33,746 |

Monthly Carrying Cost  
SKU #1  
SKU #2  
Average as % FOB

|           |
|-----------|
| \$ 42,513 |
| \$ 12,589 |
| 1.25%     |

**Invoice Accuracy:**

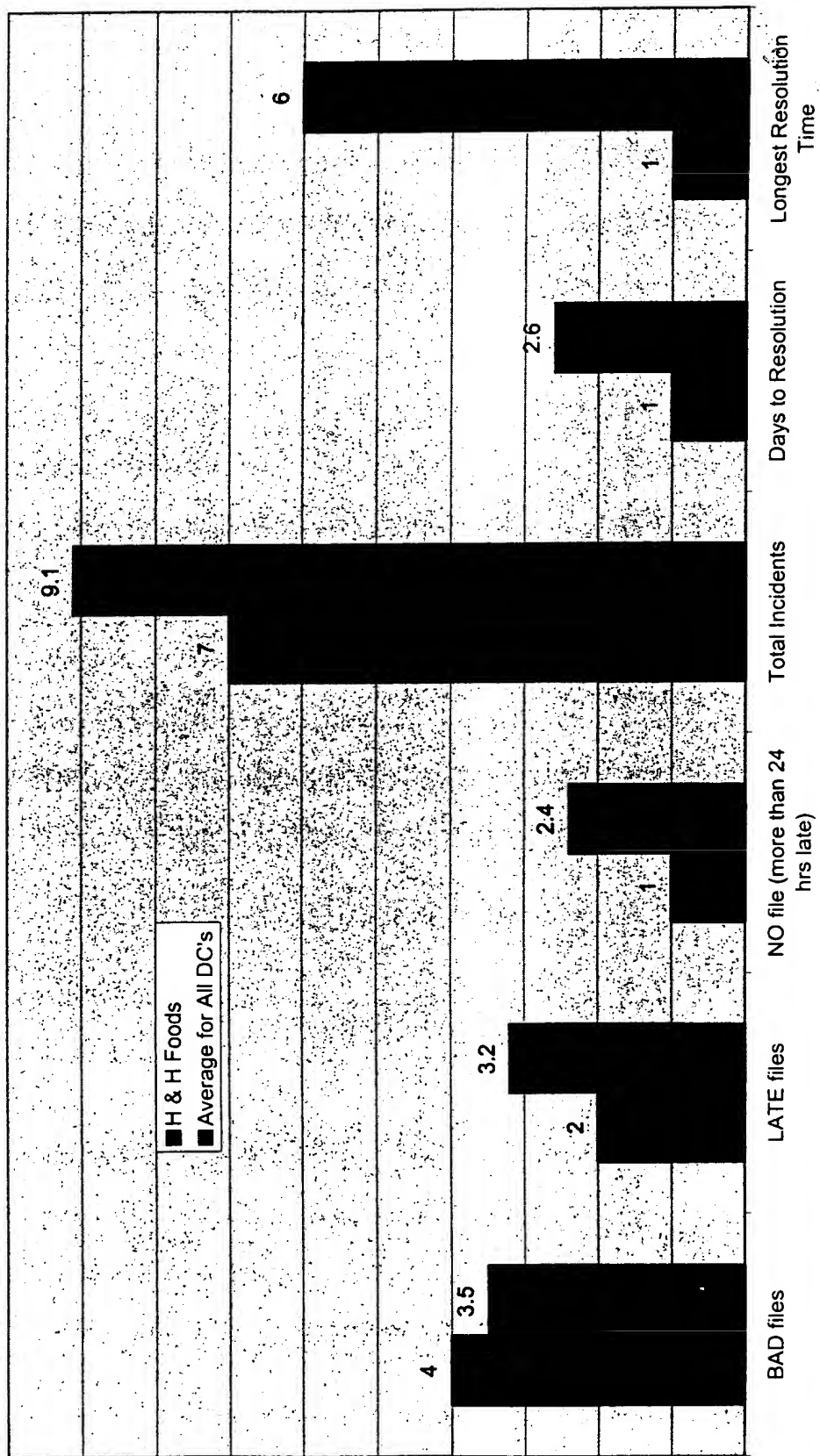
Invoice Fill Rate  
PO Accepted Rate  
Perfect Order Percentage

|        |
|--------|
| 97.25% |
| 99.00% |
| 92.34% |

FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance  
August 2000  
Mock Report

3400 ↗





3500

# FIG. 35

## Service Level Reporting November - Mock Report

|                                 | Monthly Total<br>Overcharge | Perfect Order<br>Percentage | Monthly Carrying<br>% Invoice FOB |
|---------------------------------|-----------------------------|-----------------------------|-----------------------------------|
| GOODIES                         |                             |                             |                                   |
| COMARK INSTRUMENTS, INC.        |                             |                             |                                   |
| WHITEFORD FOODS, INC.           |                             |                             |                                   |
| LEPAGE BAKERY / COUNTRY KITCHEN |                             |                             |                                   |
| NCR-SYSTEMEDIA                  |                             |                             |                                   |
| SIGNATURE MEATS GROUP           |                             |                             |                                   |
| SCHWEBEL'S BAKING CO.           |                             |                             |                                   |
| MAUI CUP                        |                             |                             |                                   |
| MIRA PLASTICS                   |                             |                             |                                   |
| DIXIE PRODUCE & PACKAGING       |                             |                             |                                   |
| NOR-LAKE, INC.                  |                             |                             |                                   |
| FORT JAMES OPERATING COMPANY    |                             |                             |                                   |
| FRESH ADVANTAGE, KC             |                             |                             |                                   |
| SILVER KING - MN - CORP         |                             |                             |                                   |
| TYSON FOODS                     |                             |                             |                                   |
| READY ACCESS                    |                             |                             |                                   |
| GEORGIA PACIFIC TISSUE          |                             |                             |                                   |
| CLOUGHERTY PACKING              |                             |                             |                                   |
| BEVERAGE - AIR                  |                             |                             |                                   |
| COMPONENT HARDWARE GROUP, INC.  |                             |                             |                                   |
| COCA - COLA USA                 |                             |                             |                                   |
| TOASTMASTER                     |                             |                             |                                   |
| GRANT COUNTY FOODS              |                             |                             |                                   |
| FRESH EXPRESS                   |                             |                             |                                   |
| TAYLOR FARMS                    |                             |                             |                                   |
| MODULAR DISPENSING SYSTEM       |                             |                             |                                   |
| CENTURY PRODUCTS, LLC           |                             |                             |                                   |
| ROSE PACKING COMPANY            |                             |                             |                                   |

|         | Monthly Total<br>Overcharge | Perfect Order<br>Percentage | Monthly Carrying<br>% Invoice FOB |
|---------|-----------------------------|-----------------------------|-----------------------------------|
| RSI Min | \$5,000.00                  | 92.00%                      | 3.00%                             |

|                      |
|----------------------|
| OK                   |
| Didn't meet RSI Min. |



3600

# Mock Report/1

| FY01 | Oct-00 | Nov-00 | Dec-00 | Jan-01 | Feb-01 | Mar-01 | Apr-01 | May-01 |
|------|--------|--------|--------|--------|--------|--------|--------|--------|
|------|--------|--------|--------|--------|--------|--------|--------|--------|

## Food Cost Index

|            |       |       |       |        |        |        |        |       |
|------------|-------|-------|-------|--------|--------|--------|--------|-------|
| Plan       | 99.75 | 99.69 | 98.63 | 100.33 | 100.49 | 101.12 | 100.44 | 99.92 |
| Actual     |       | 99.10 |       |        |        |        |        |       |
| Variance   |       | 0.59  |       |        |        |        |        |       |
| Good/(Bad) |       |       | 0.30  |        |        |        |        |       |

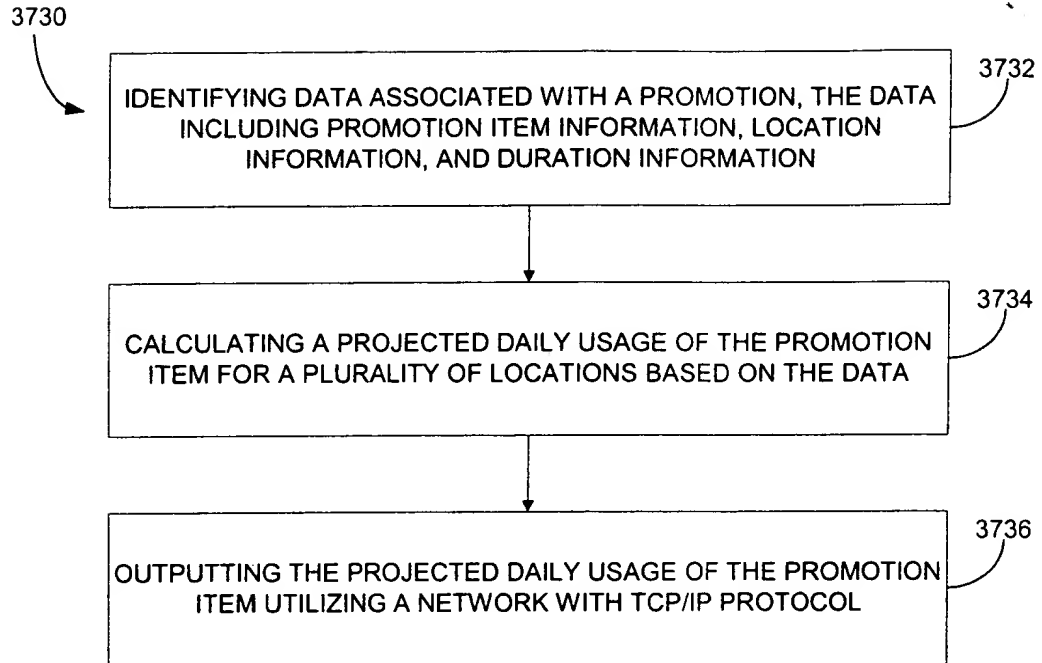
## Total Dollar Purchases (in Millions) /2

|            |            |          |          |          |          |          |          |          |          |
|------------|------------|----------|----------|----------|----------|----------|----------|----------|----------|
| Plan       | \$2,237.24 | \$183.98 | \$182.73 | \$184.54 | \$187.33 | \$187.03 | \$189.14 | \$187.47 | \$186.83 |
| Actual     |            | \$182.84 | \$182.08 |          |          |          |          |          |          |
| Variance   |            | \$1.14   | \$0.65   |          |          |          |          |          |          |
| Good/(Bad) |            | 0.6%     | 0.4%     |          |          |          |          |          |          |

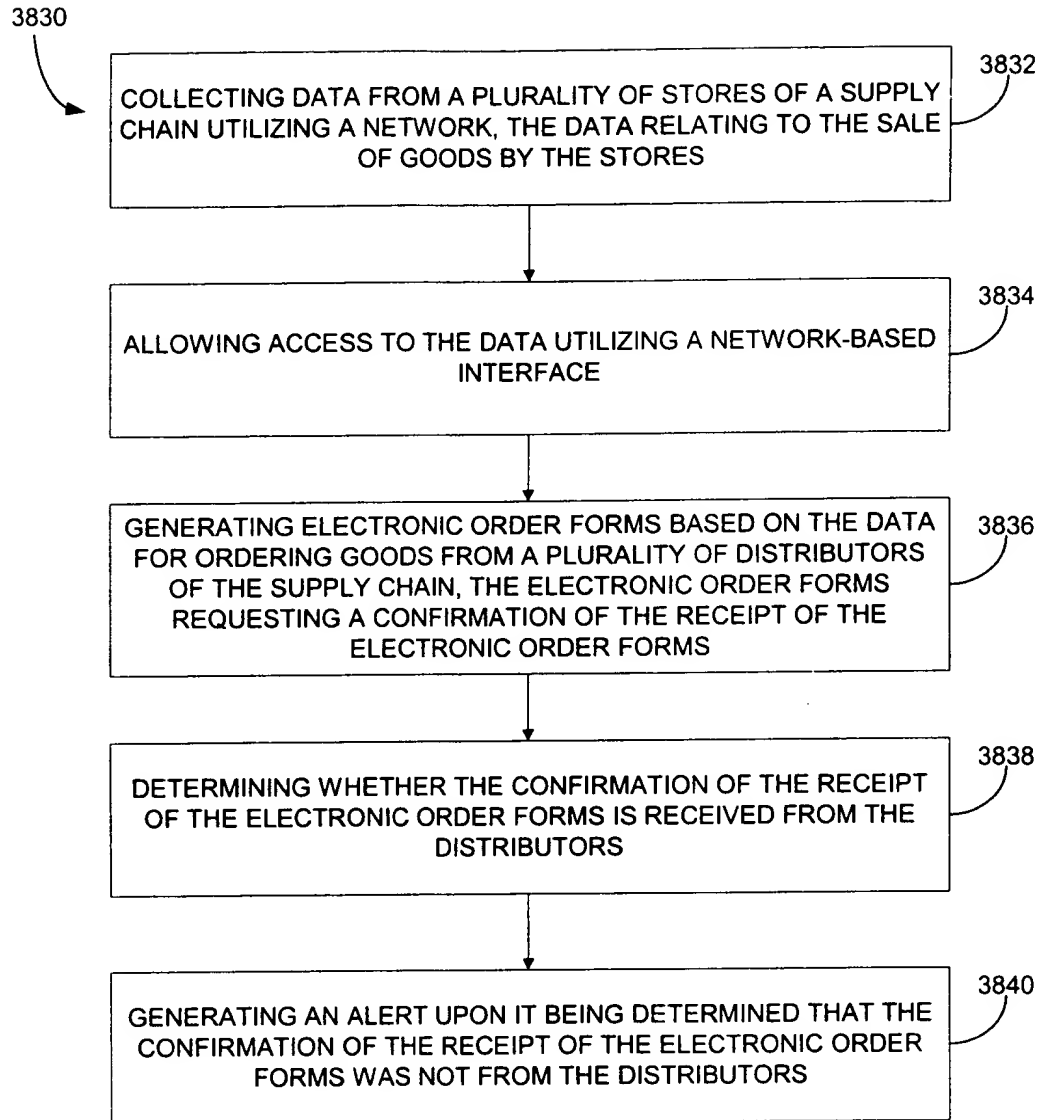
/1 Includes on food cost index items.

/2 Based on FY 99 Sales Volumes

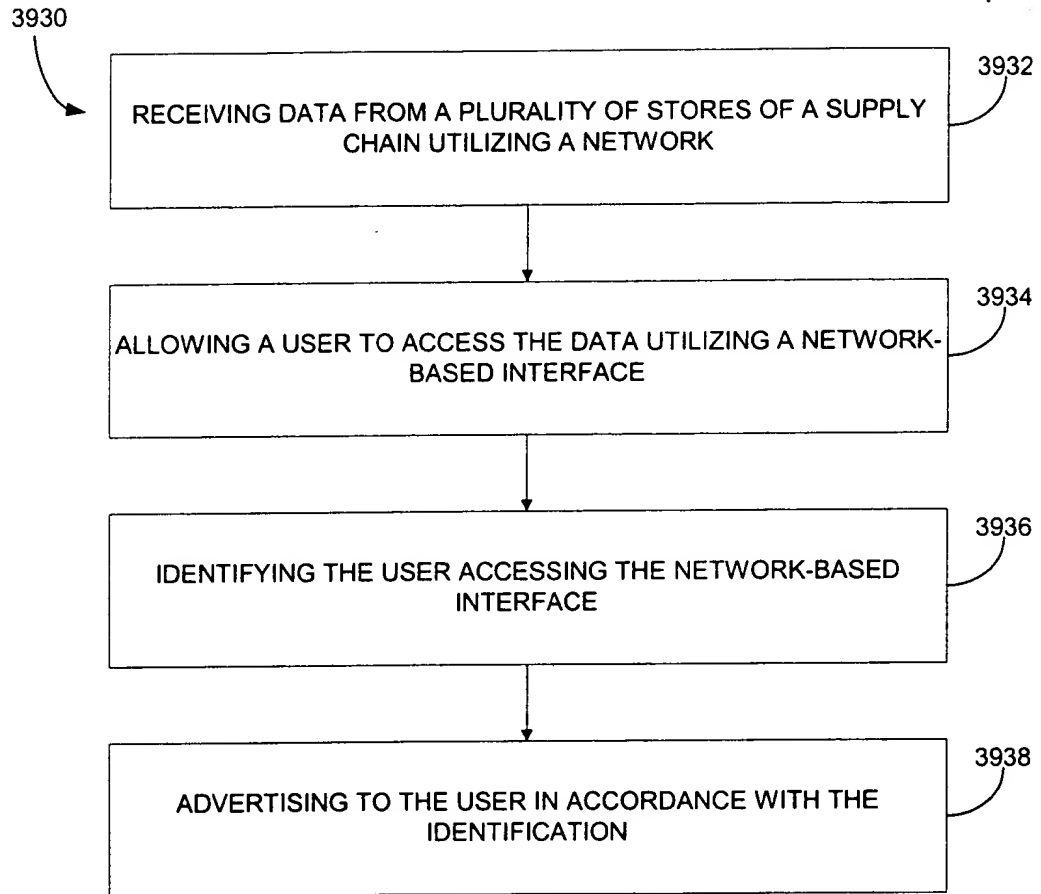
FIG. 36



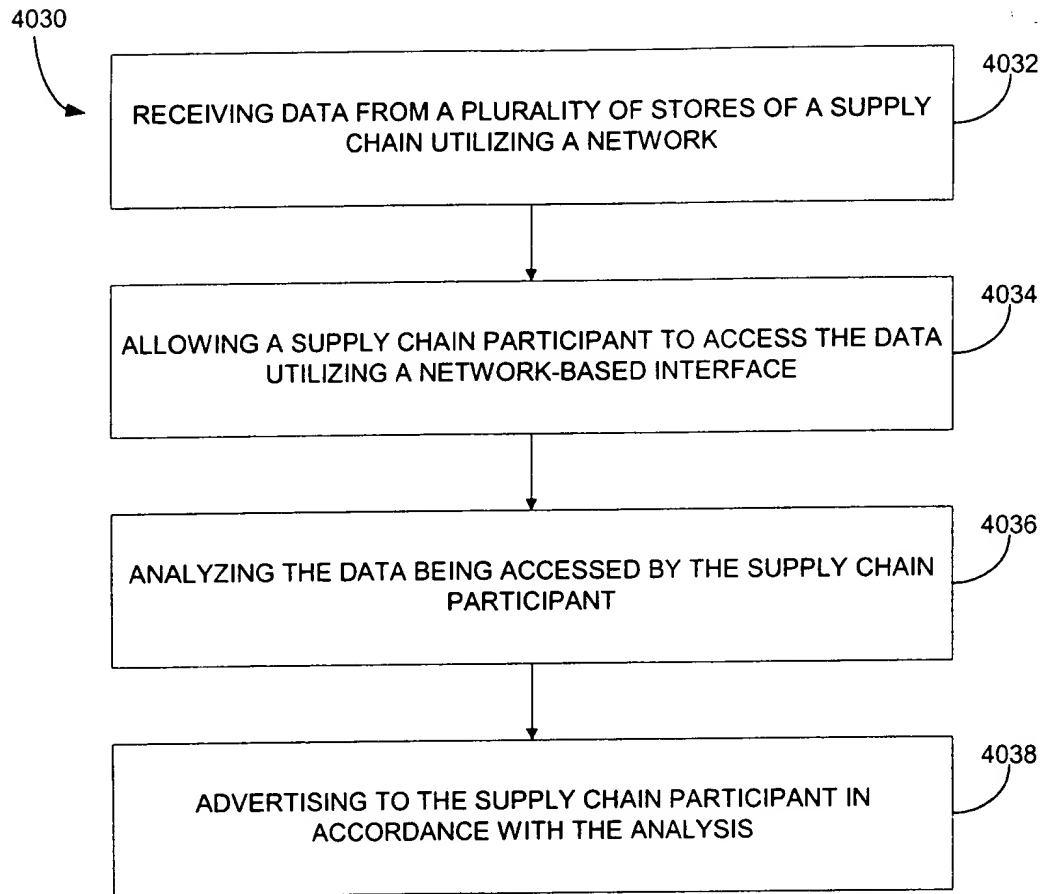
**FIG. 37**



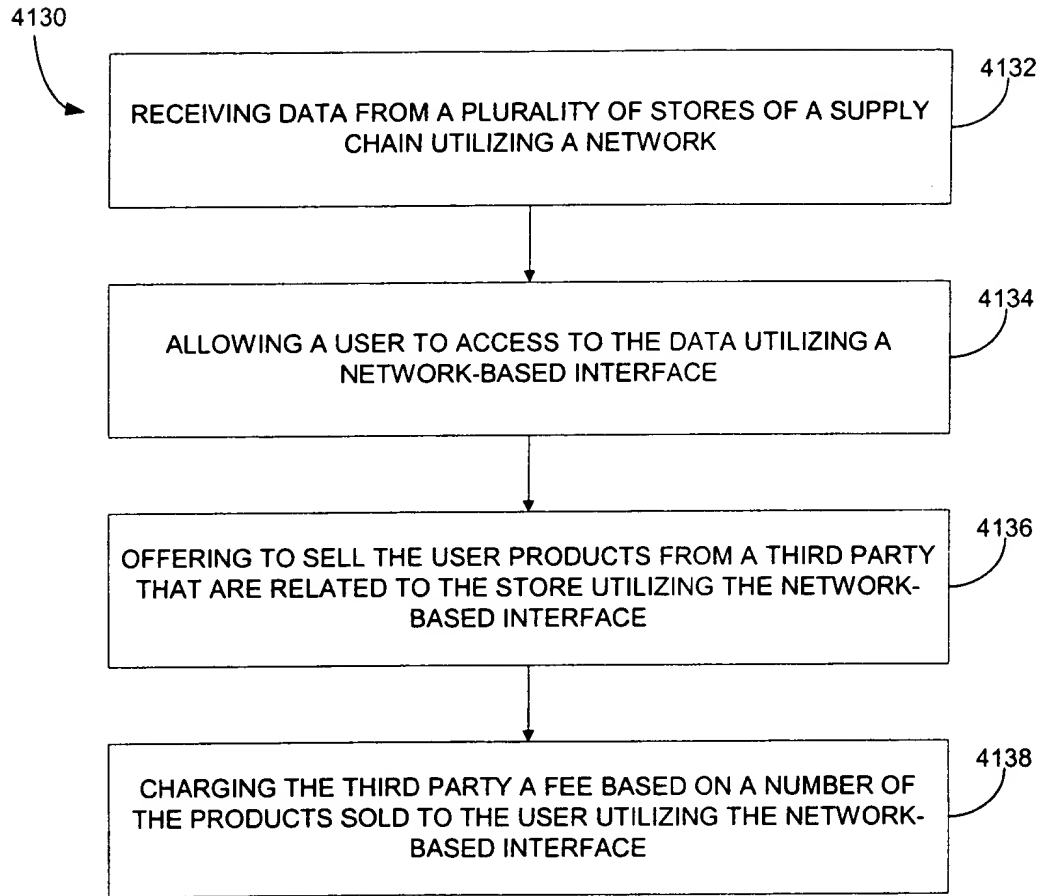
**FIG. 38**



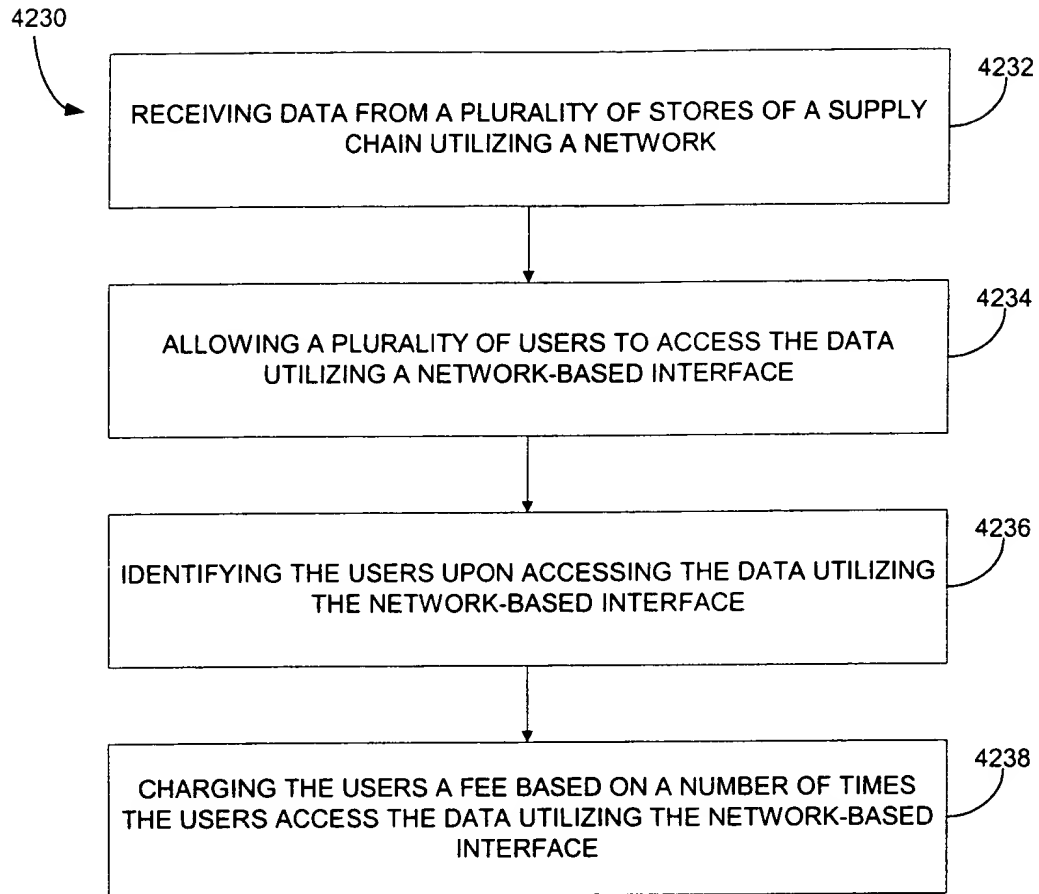
**FIG. 39**



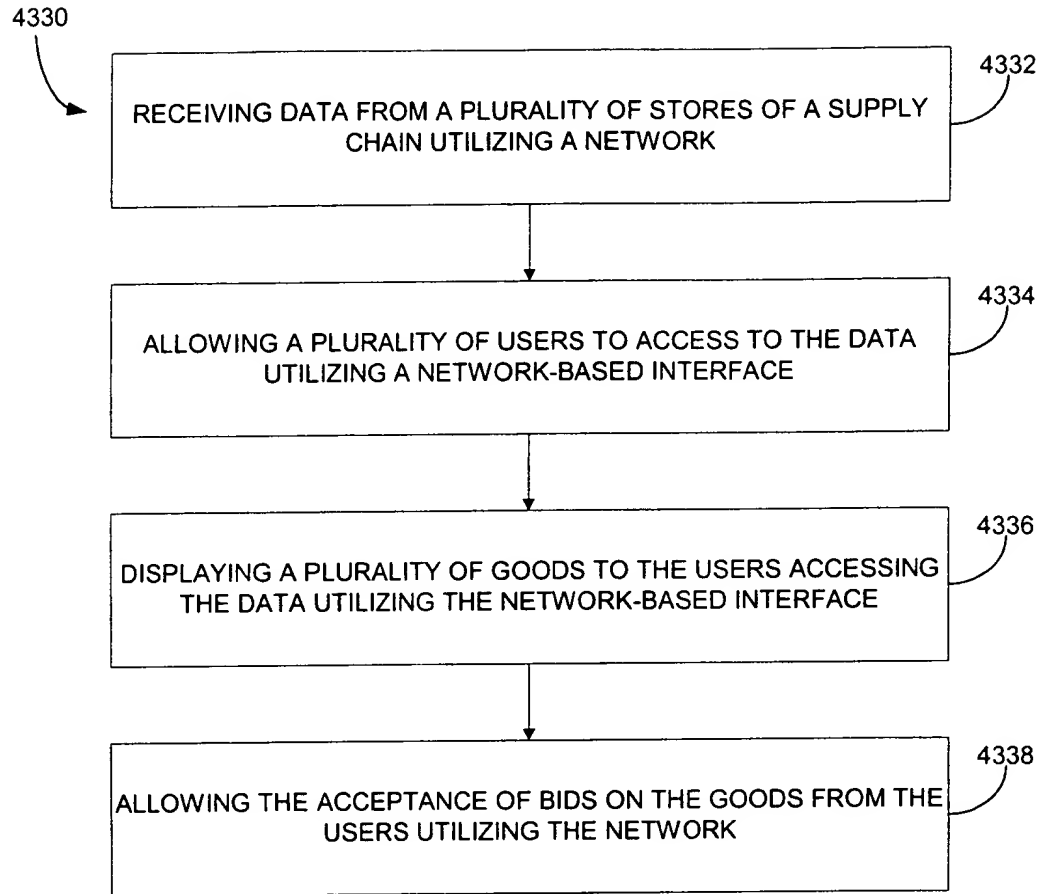
**FIG. 40**



**FIG. 41**



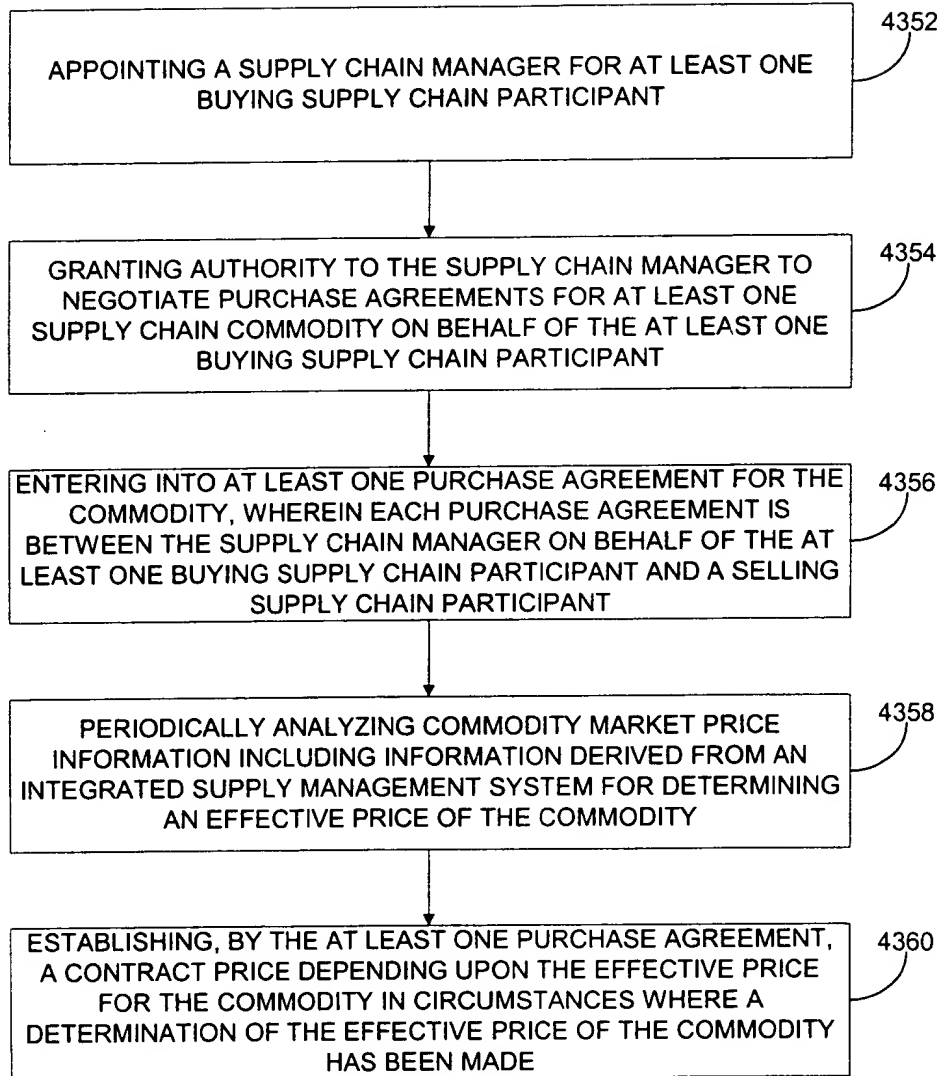
**FIG. 42**



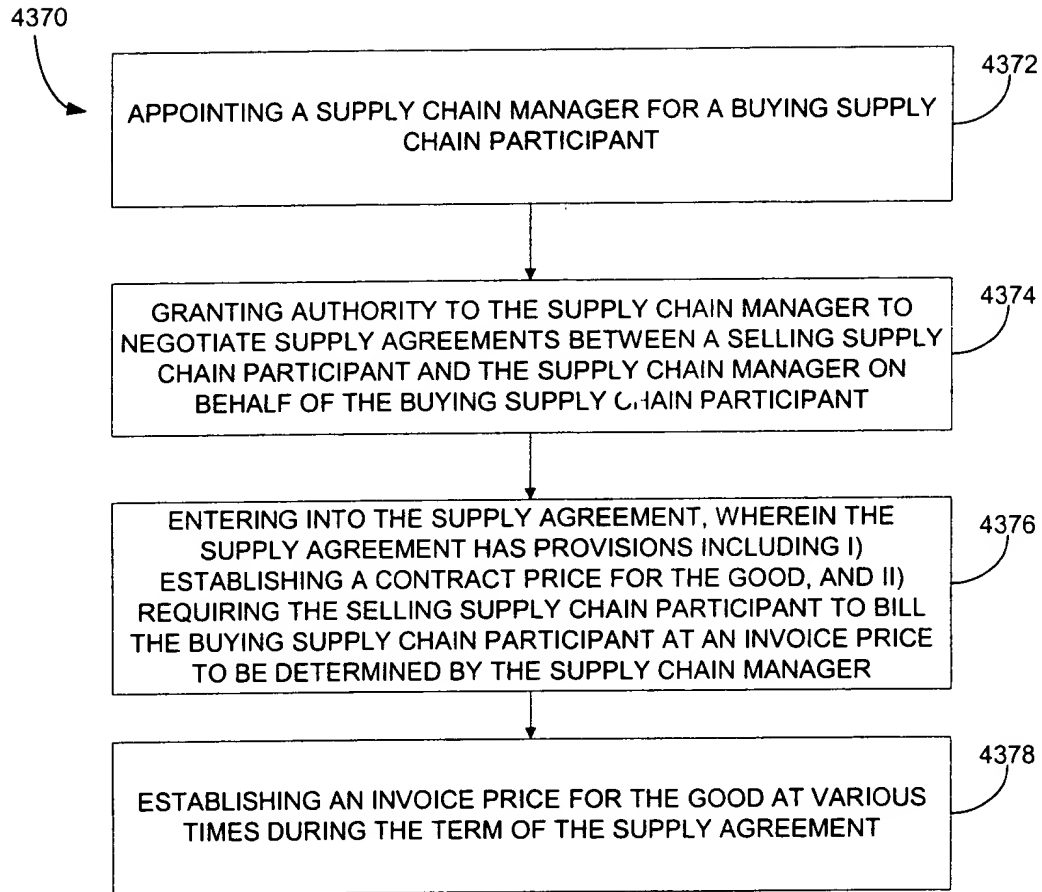
**FIG. 43A**



4350



**FIG. 43B**



**FIG. 43C**

4386

APPOINTING A SUPPLY CHAIN MANAGER FOR AT LEAST ONE  
BUYING SUPPLY CHAIN PARTICIPANT

4388

AUTHORIZING THE SUPPLY CHAIN MANAGER TO NEGOTIATE  
SUPPLY AGREEMENTS FOR AT LEAST ONE GOOD ON BEHALF OF  
THE AT LEAST ONE BUYING SUPPLY CHAIN PARTICIPANT

4390

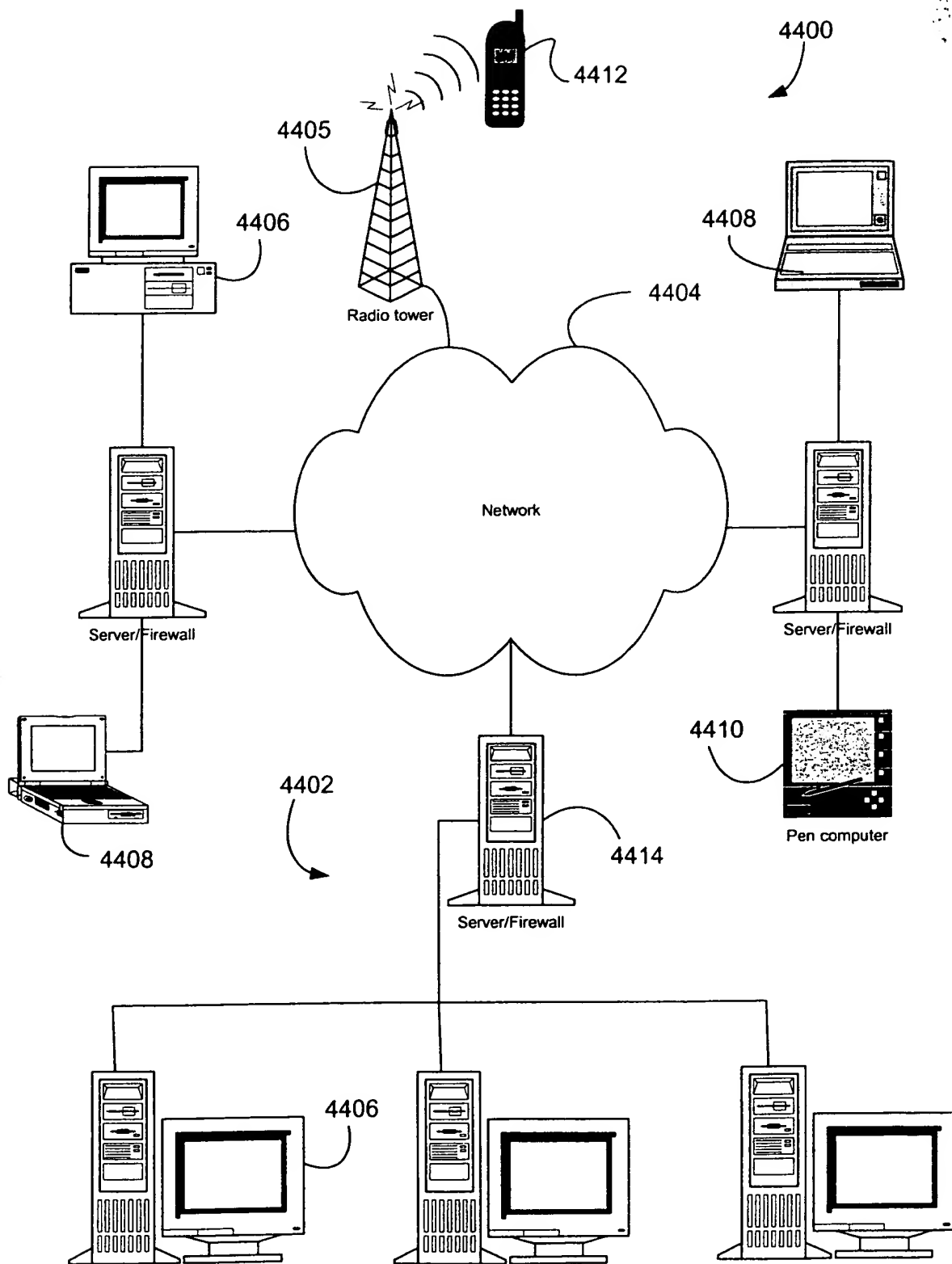
ENTERING INTO AT LEAST ONE SUPPLY AGREEMENT FOR THE AT  
LEAST ONE GOOD, WHEREIN PROVISIONS OF THE SUPPLY  
AGREEMENT INCLUDE: (I) PRICING FOR EACH ONE GOOD SHALL  
BE BASED UPON FACTORS INCLUDING AN ACTUAL MARKET  
PRICE OF AT LEAST ONE COMMODITY WHEN THE SUPPLY CHAIN  
MANAGER HAS NOT ESTABLISHED A COMMODITY POSITION  
PRICE; AND (II) PRICING FOR EACH ONE GOOD SHALL BE BASED  
UPON FACTORS INCLUDING A COMMODITY POSITION PRICE OF  
AT LEAST ONE COMMODITY WHEN THE SUPPLY CHAIN MANAGER  
HAS ESTABLISHED A COMMODITY POSITION PRICE

4392

PERIODICALLY ESTABLISHING THROUGH THE SUPPLY CHAIN  
MANAGER A COMMODITY POSITION PRICE

4394

**FIG. 43D**



**FIG. 44**

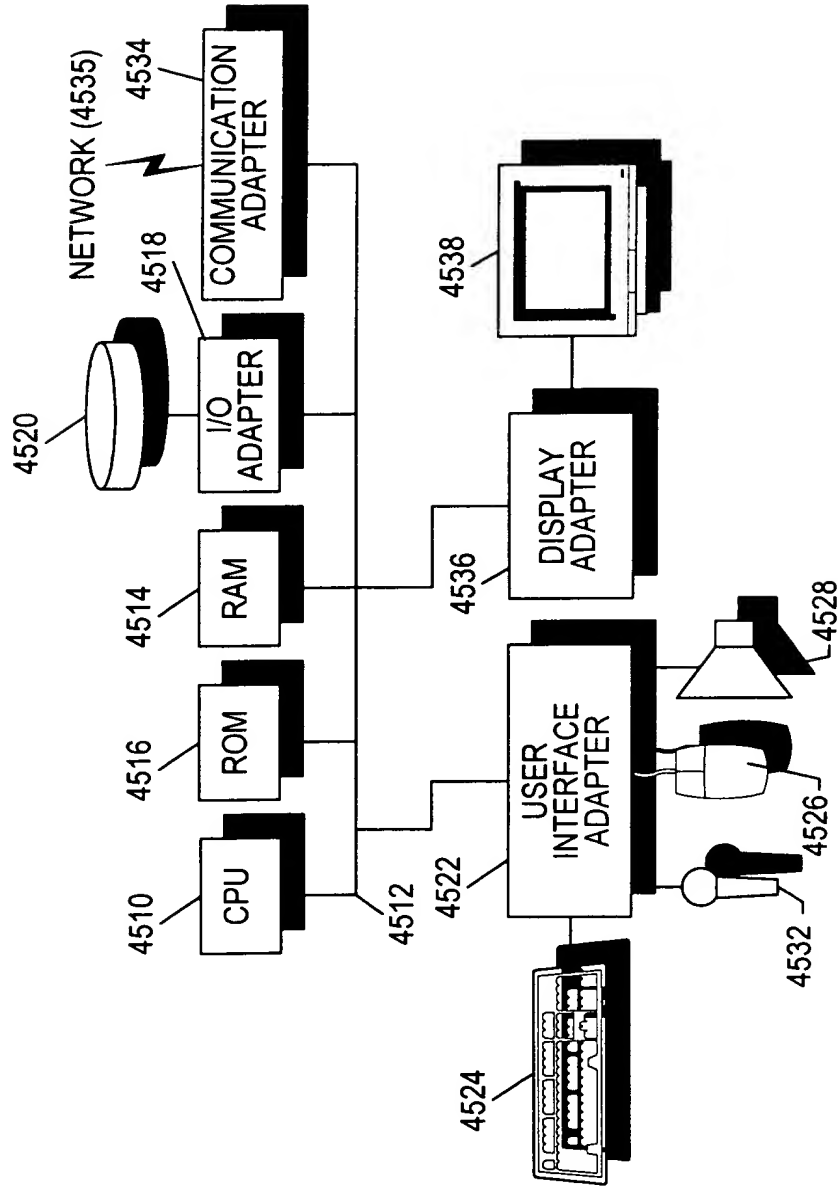
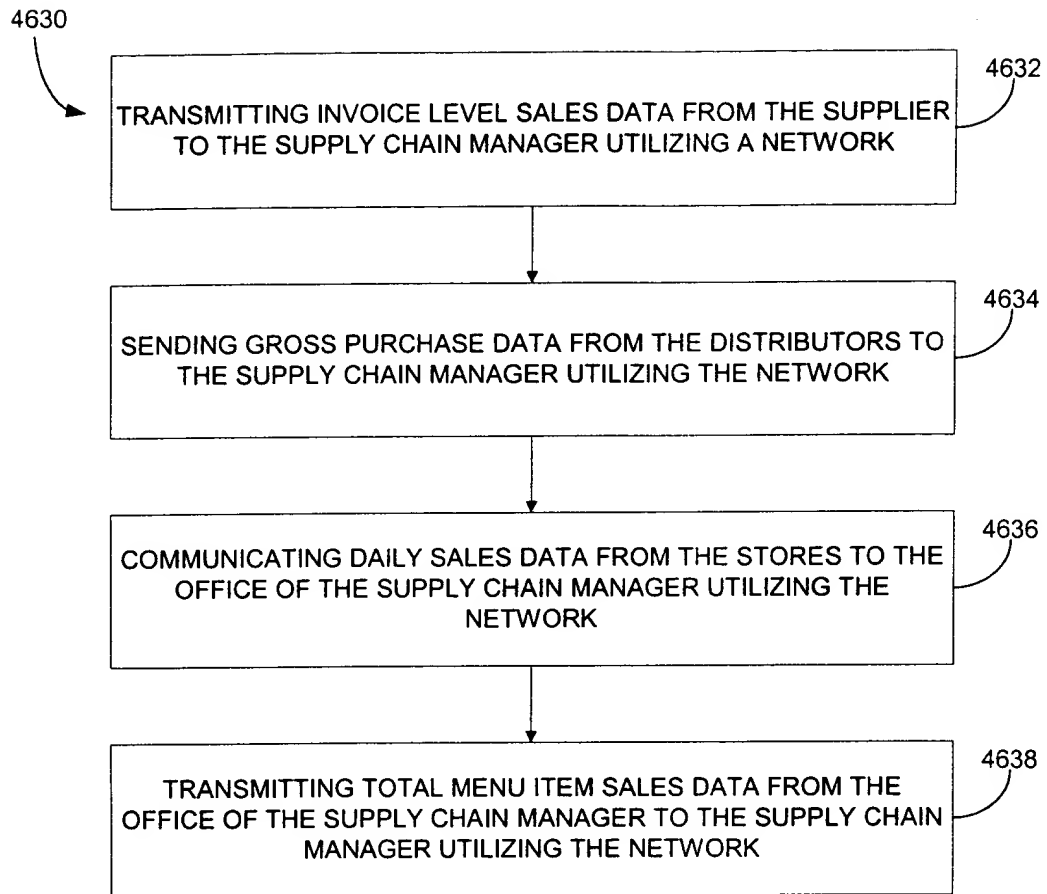


FIG. 45



**FIG. 46**

4730

TRANSMITTING INVOICE LEVEL SALES DATA FROM THE SUPPLIER  
TO THE SUPPLY CHAIN MANAGER UTILIZING A NETWORK

4732

SENDING INVOICE LEVEL SALES DATA FROM THE DISTRIBUTORS  
TO THE SUPPLY CHAIN MANAGER UTILIZING THE NETWORK

4734

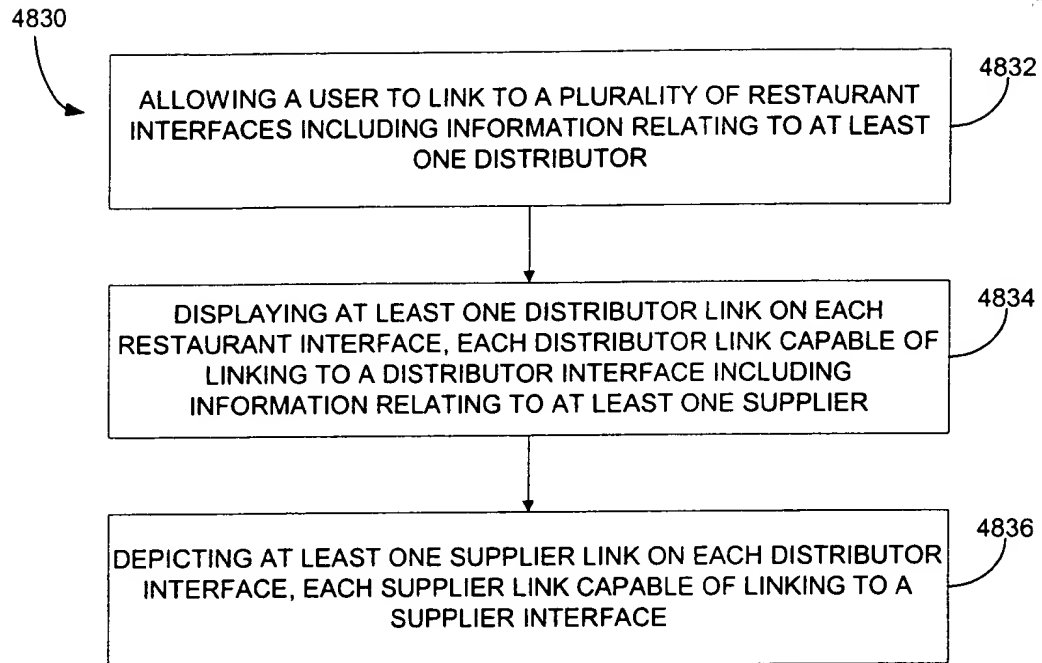
COMMUNICATING DAILY SALES DATA FROM THE STORES TO THE  
OFFICE OF THE SUPPLY CHAIN MANAGER UTILIZING THE  
NETWORK

4736

TRANSMITTING DAILY SALES DATA FROM THE OFFICE OF THE  
SUPPLY CHAIN MANAGER TO THE SUPPLY CHAIN MANAGER  
UTILIZING THE NETWORK, WHEREIN THE DAILY SALES DATA IS  
ORGANIZED BASED ON THE STORES FROM WHICH THE DAILY  
SALES DATA ORIGINATED

4738

**FIG. 47**



**FIG. 48**



Restaurant Services, Inc. - Microsoft Internet Explorer


File Edit View Favorites Tools Help

Address http://www.rsiweb.com/home/index.asp

Go Links

RSI

4902



Contact Information

Map/Directions

General Information



Legal Information

More About RSI

Help

BK link

NFA link

Restaurant Services, Inc.

BURGER KING® System Independent Purchasing & Distribution Service Co-op

User Name

Password

Enter Site

Click For Help

About RSI

4904

Restaurant Services, Inc. (RSI) is an independent member-owned purchasing cooperative serving BURGER KING® restaurant owners in the United States.

RSI was founded in 1991 as the exclusive purchasing agent for the vast majority of products used by the U. S. BURGER KING system. Its primary purpose is to leverage the buying power of BURGER KING restaurants to achieve favorable contracts for food, packaging, premiums, promotion products, supplies, equipment, distribution and related services on behalf of more than 8,300 restaurants.

RSI's Board of Directors is comprised of BURGER KING franchisees, elected by region, one Burger King Corporation representative and one member appointed by the Minority Franchisee Association. The cooperative maintains a close working relationship with Burger King Corporation, with respective roles and responsibilities outlined in a formal Operating Agreement.

RSI works closely with restaurant owners, Burger King Corporation, food and packaging suppliers, marketing agencies, equipment vendors, distributors and information systems providers to streamline and improve the supply chain efficiency

4900

Internet

FIG. 49

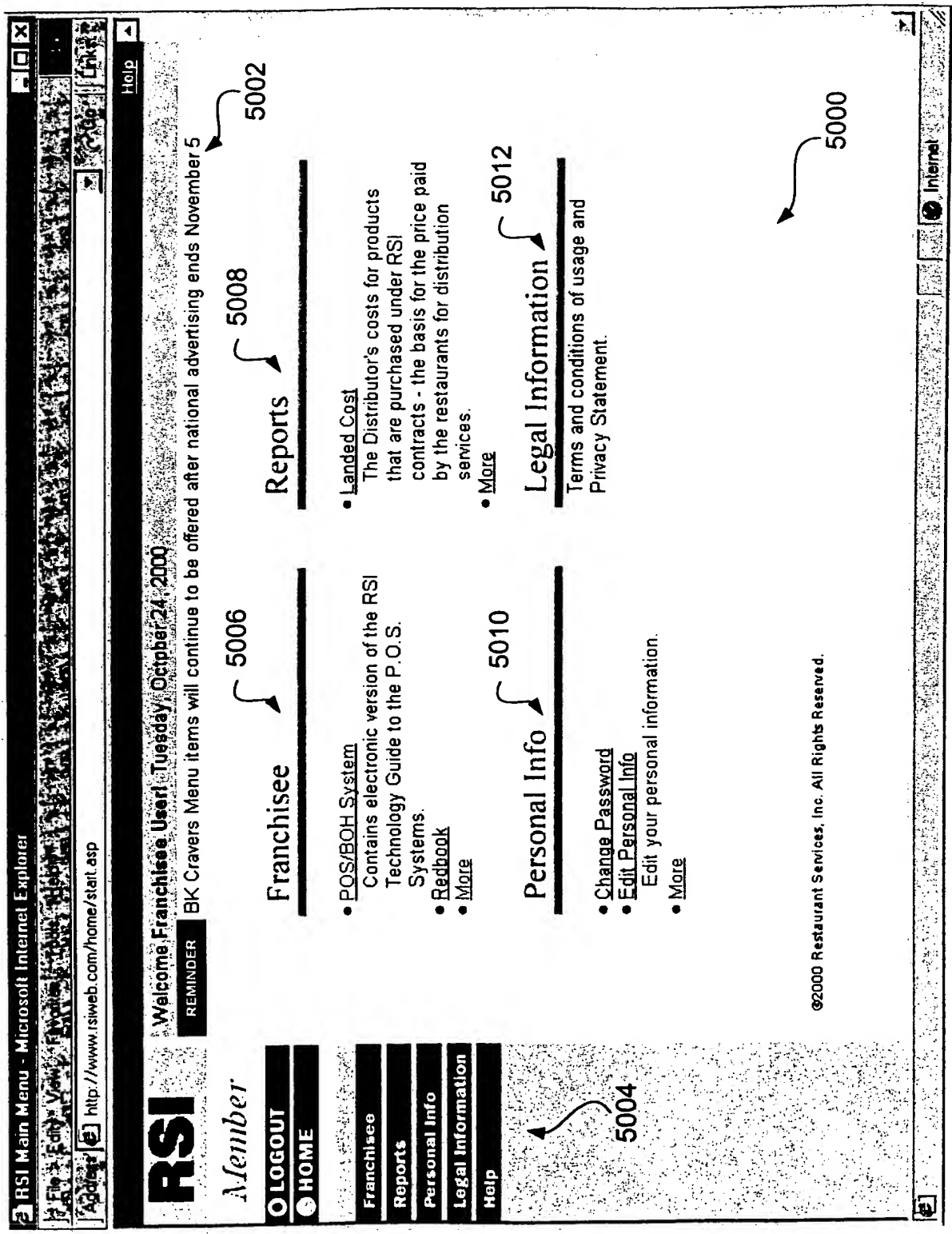
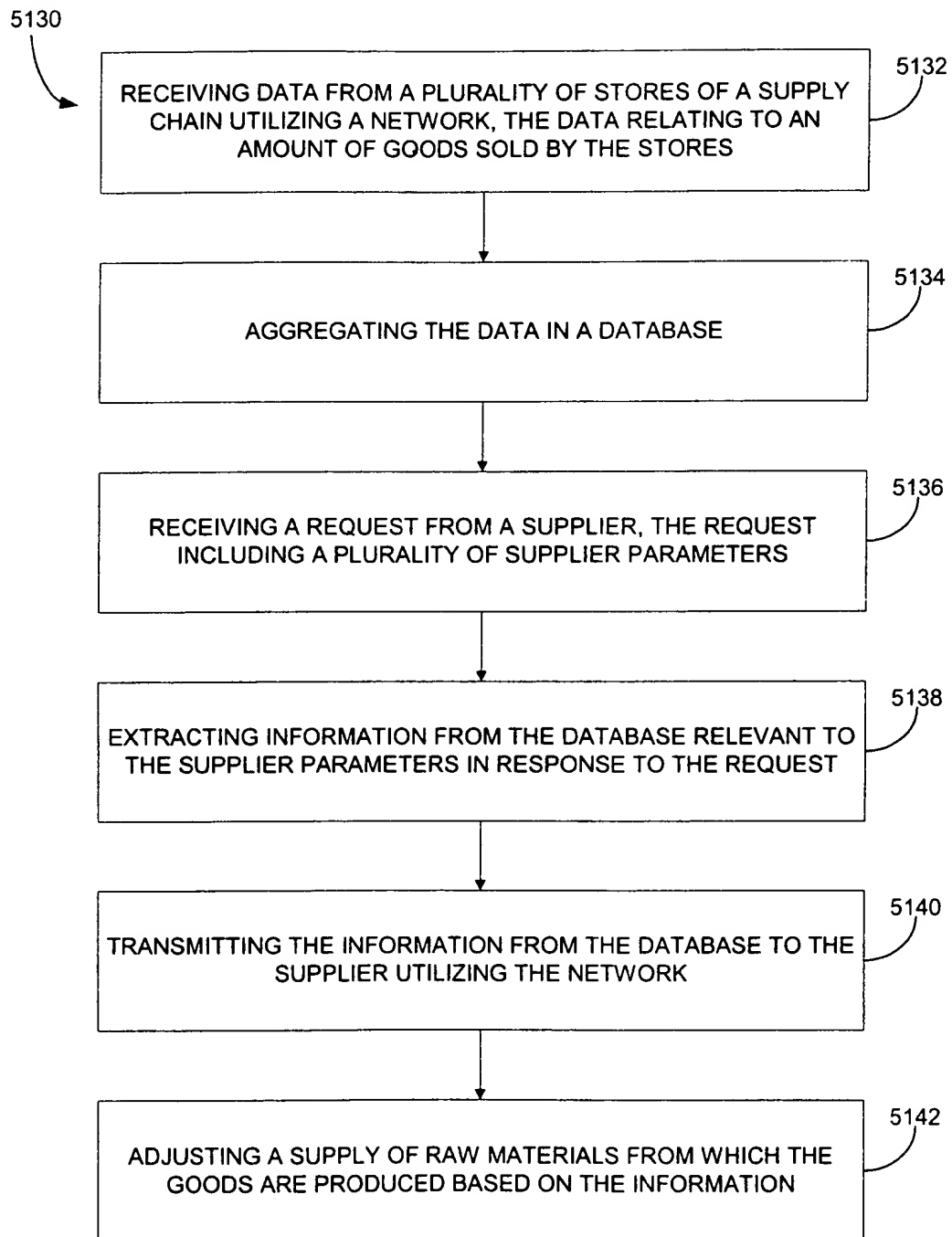
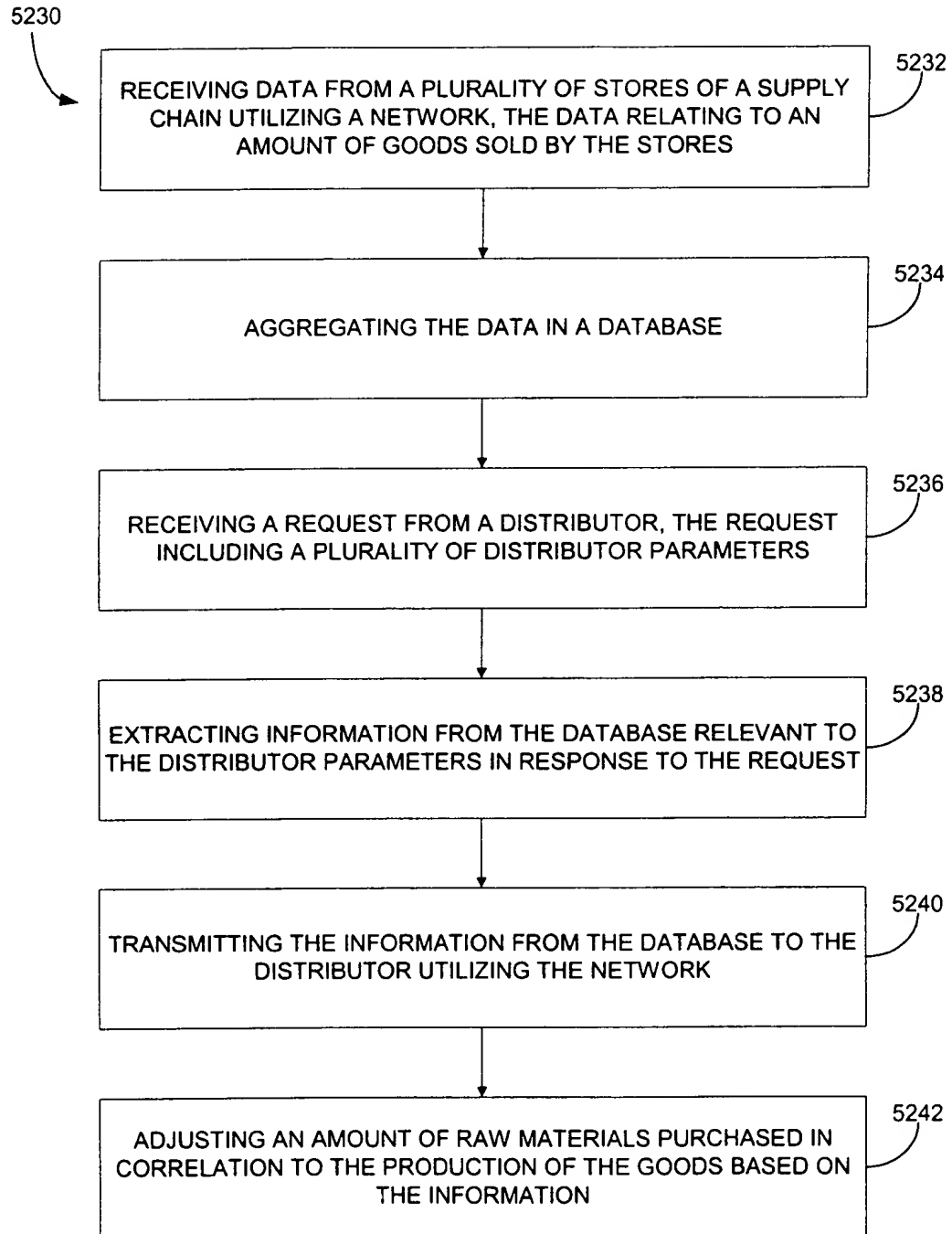


FIG. 50



**FIG. 51**



**FIG. 52**

709020 94697850

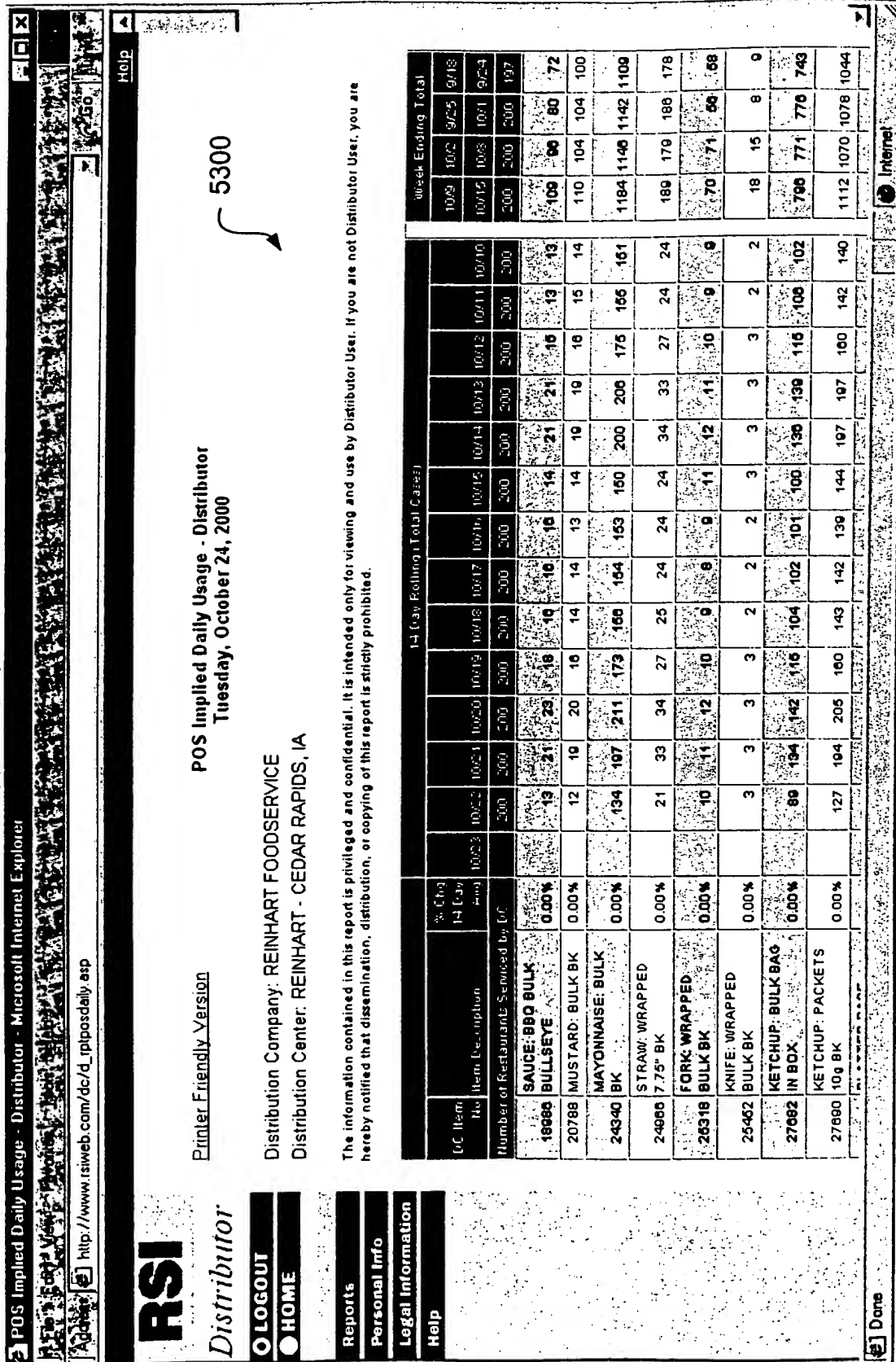


FIG. 53

**IS**

Distributor

**LOGOUT**

**● HOME**

## Reports

## Personal Info

## Legal Information

## Help

Printer Friendly Version

**REINHART - CEDAR RAPIDS, IA**  
**Local Promotion Summary by DC**  
**Tuesday, October 24, 2000**

5400

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Distributor. If you are not Distributor, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

| Local Promotion Option | ADL                             | Start Date | Projected City Usage | Duration (in Weeks) | Participating Rest Count | Non-Participating Restaurants |
|------------------------|---------------------------------|------------|----------------------|---------------------|--------------------------|-------------------------------|
| 32 oz. Motor Cup       | Chicago, IL                     | 5/1/00     | 85                   | 99                  | 8                        |                               |
|                        | Davenport-Ri-Moline, IA         | 6/1/00     | 85                   | 32                  | 17                       |                               |
|                        | Des Moines-Ames, IA             | 7/1/00     | 85                   | 17                  | 28                       |                               |
|                        | Omaha, NE                       | 7/1/00     | 85                   | 17                  | 50                       |                               |
|                        | Peoria, IL                      | 8/1/00     | 85                   | 99                  | 17                       |                               |
|                        | Sioux City, IA                  | 8/28/00    | 85                   | 99                  | 10                       |                               |
|                        | Springfield-Decatur-Chmpg, IL   | 8/1/00     | 85                   | 99                  | 1                        |                               |
| 32 oz. Motor Cup Total |                                 |            |                      |                     | 131                      |                               |
| Big King               | Cedar Rapids-Waterloo-Dubuq, IA | 4/15/00    |                      | 99                  | 19                       |                               |
|                        | Davenport-Ri-Moline, IA         | 4/15/00    |                      | 99                  | 17                       |                               |
|                        | Ottumwa-Kirkville, IA           | 4/15/00    |                      | 99                  | 3                        |                               |
| Big King Total         |                                 |            |                      |                     | 39                       |                               |
| Pancake Minis          | Chicago, IL                     | 5/15/00    | 20                   | 99                  | 8                        |                               |
|                        | Peoria, IL                      | 5/1/00     | 20                   | 99                  | 17                       |                               |
|                        | Sioux City, IA                  | 4/15/00    | 20                   | 99                  | 10                       |                               |
| Pancake Minis Total    |                                 |            |                      |                     | 35                       |                               |

**Done**

**Internet**

**FIG. 54**

**FIG. 55**

Address: [http://www.isiweb.com/fran/r\\_ipitc.asp?report=true](http://www.isiweb.com/fran/r_ipitc.asp?report=true)

**162**

## Member

**Q LOGOUT**

**HOME**

## Franchisee

## Reports

### Personal Info

## Legal Information

## Help

5600

0003473

Date: 10/22/00

## Retrieve

## Restaurant Landed Cost Verification Report

Printer Friendly Version

Report Date: Sunday, October 22, 2000

Restaurant Number: 0003473

Distribution Center: REINHART - CEDAR RAPIDS, IA

Report Contact: Robert Harris  
Contact Number: 305-529-3409

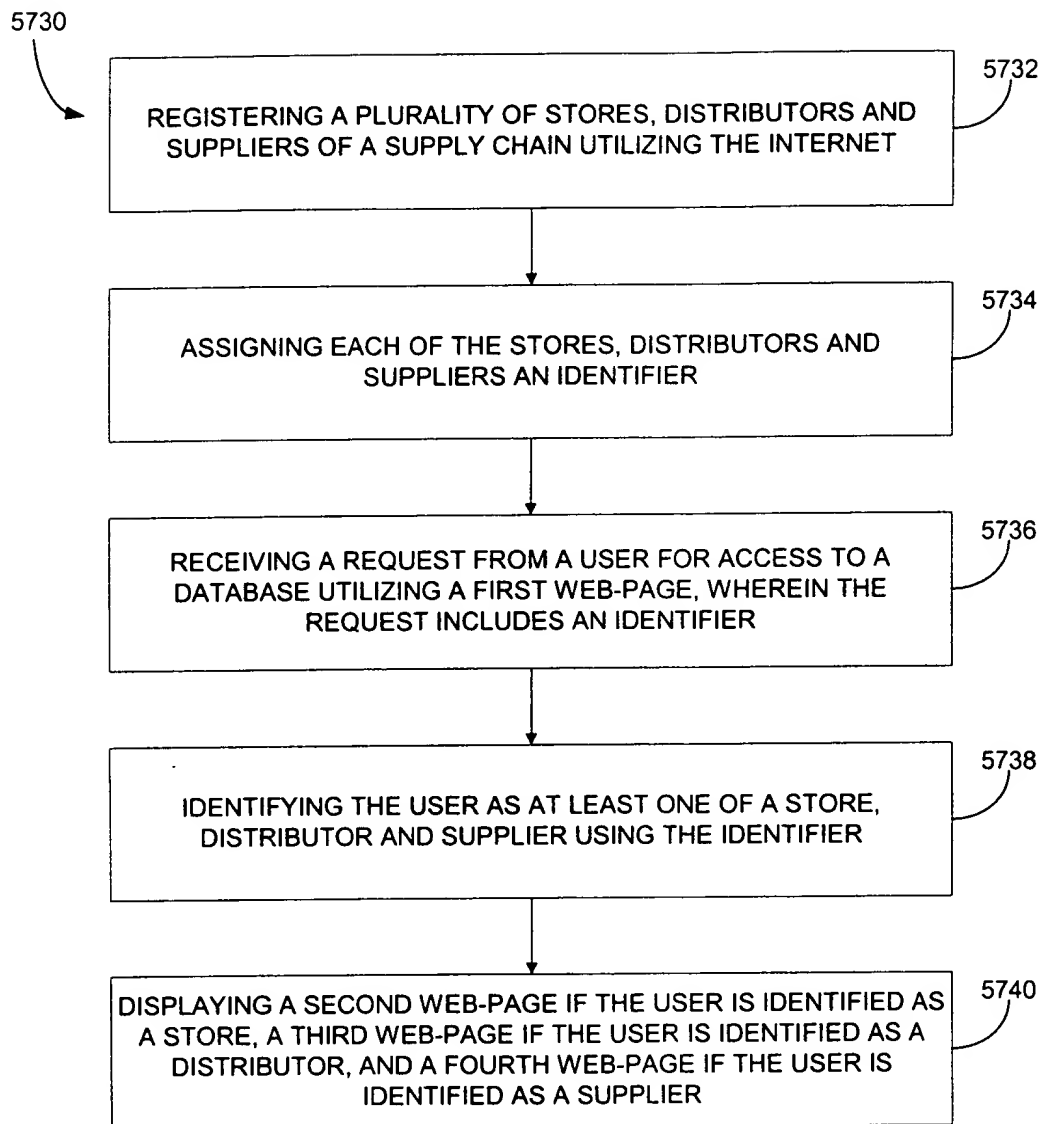
The information contained in this report is privileged and confidential. It is intended only for viewing and use by Franchisee User. If you are not Franchisee User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

| DC Item No | RS Item No | RS Item Description                | DC Cost | Markup   | Rest Cost |
|------------|------------|------------------------------------|---------|----------|-----------|
| 10340      | 4439       | REGISTER TAPE-THERMAL 2.25" X 105' | \$21.27 | \$1.57   | \$22.84   |
| 12880      | 3586       | SUGAR SUBSTITUTE-PINK PKT 2000 CT  | \$5.87  | \$1.57   | \$7.44    |
| 19086      | 300        | SAUCE-BULK-KRAFTBULL'S EYE         | \$24.48 | \$1.57   | \$26.05   |
| 19432      | 4473       | COFFEE-FOLGERS REGULAR             | \$44.50 | \$1.57   | \$46.07   |
| 20768      | 67         | MUSTARD-BULK-30AL                  | \$6.45  | \$1.57   | \$8.02    |
| 20840      | 4281       | WRAP-LOCAL OPTION                  | \$29.78 | \$1.57   | \$31.35   |
| 24340      | 60         | SAUCE-BULK MAYONNAISE              | \$7.61  | \$1.57   | \$9.38    |
| 24600      | 4270       | WATER-ICE MOUNTAIN .5L             | \$6.41  | \$1.57   | \$7.98    |
|            |            |                                    |         | Internet |           |

**Est Done**

**FIG. 56**





**FIG. 57**

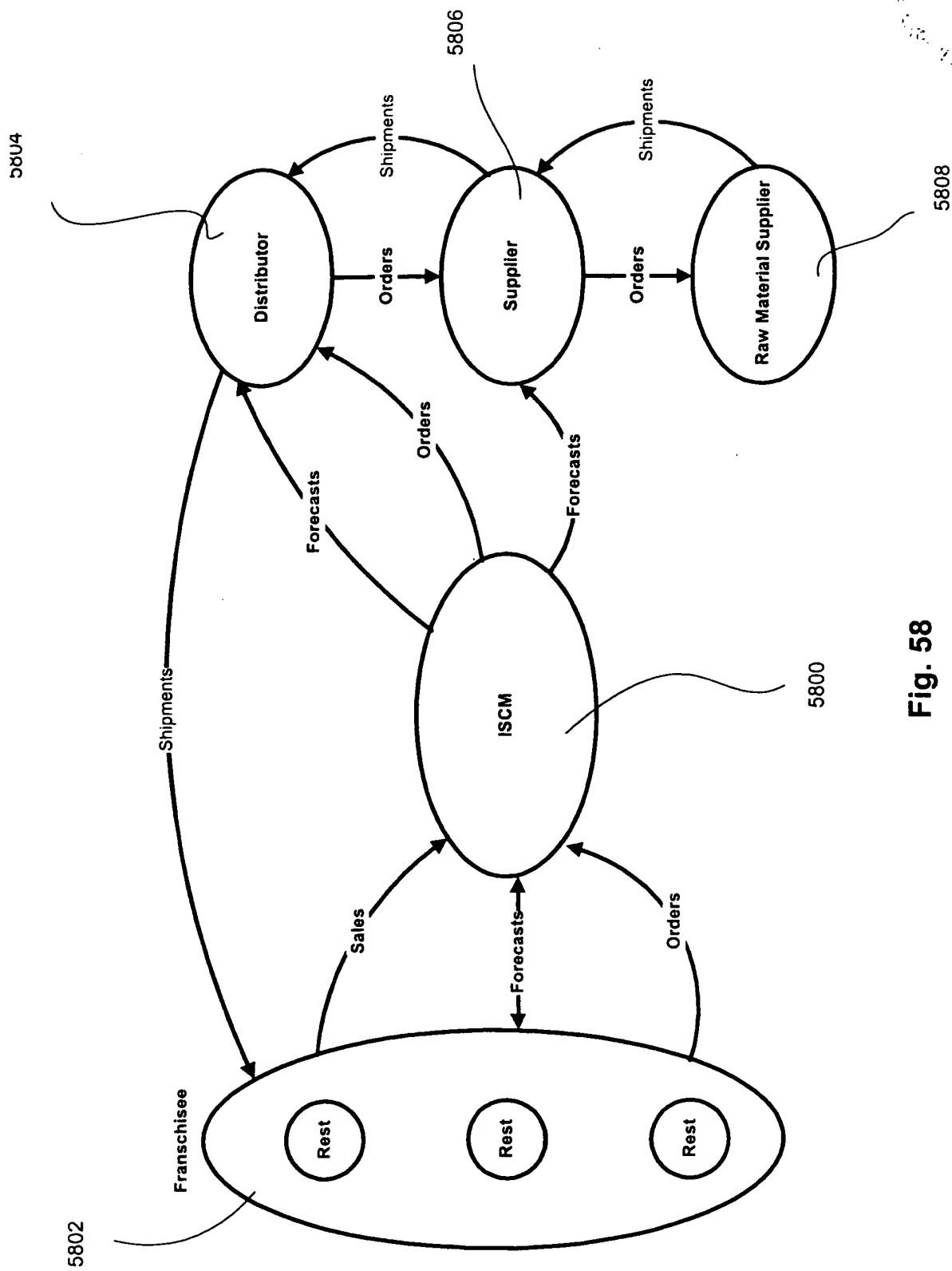
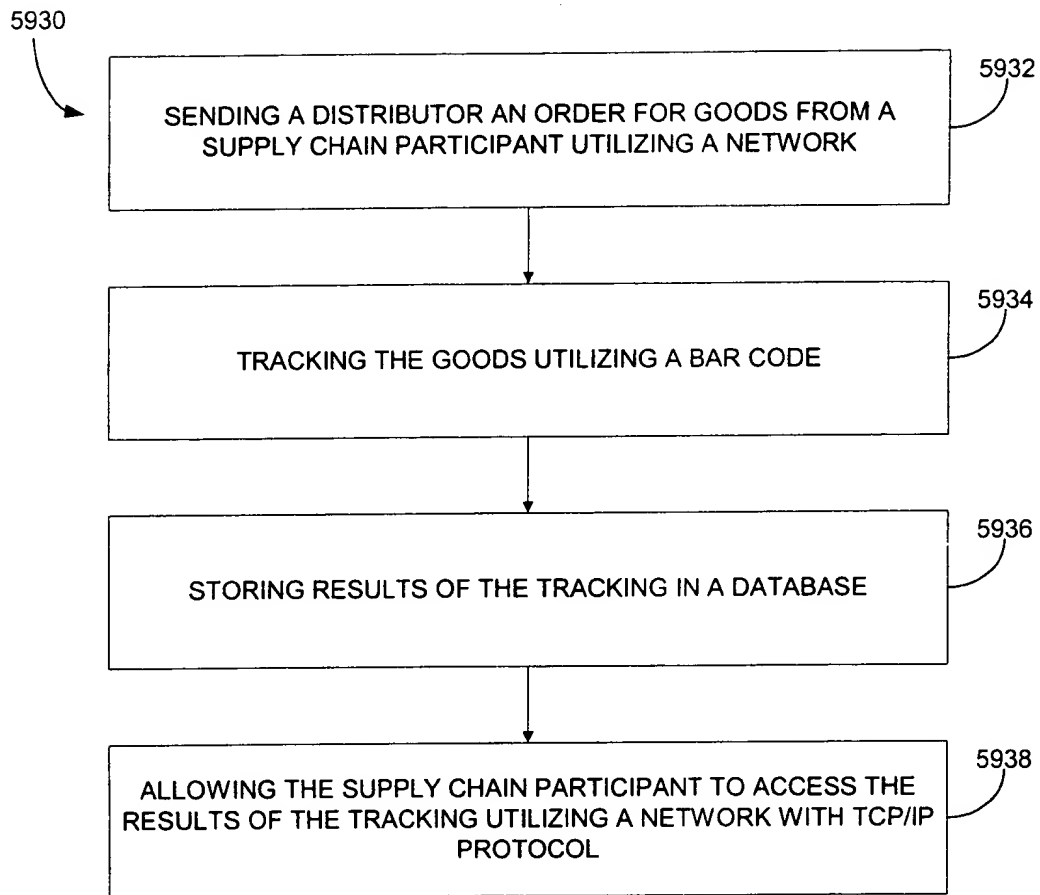


Fig. 58



**FIG. 59**

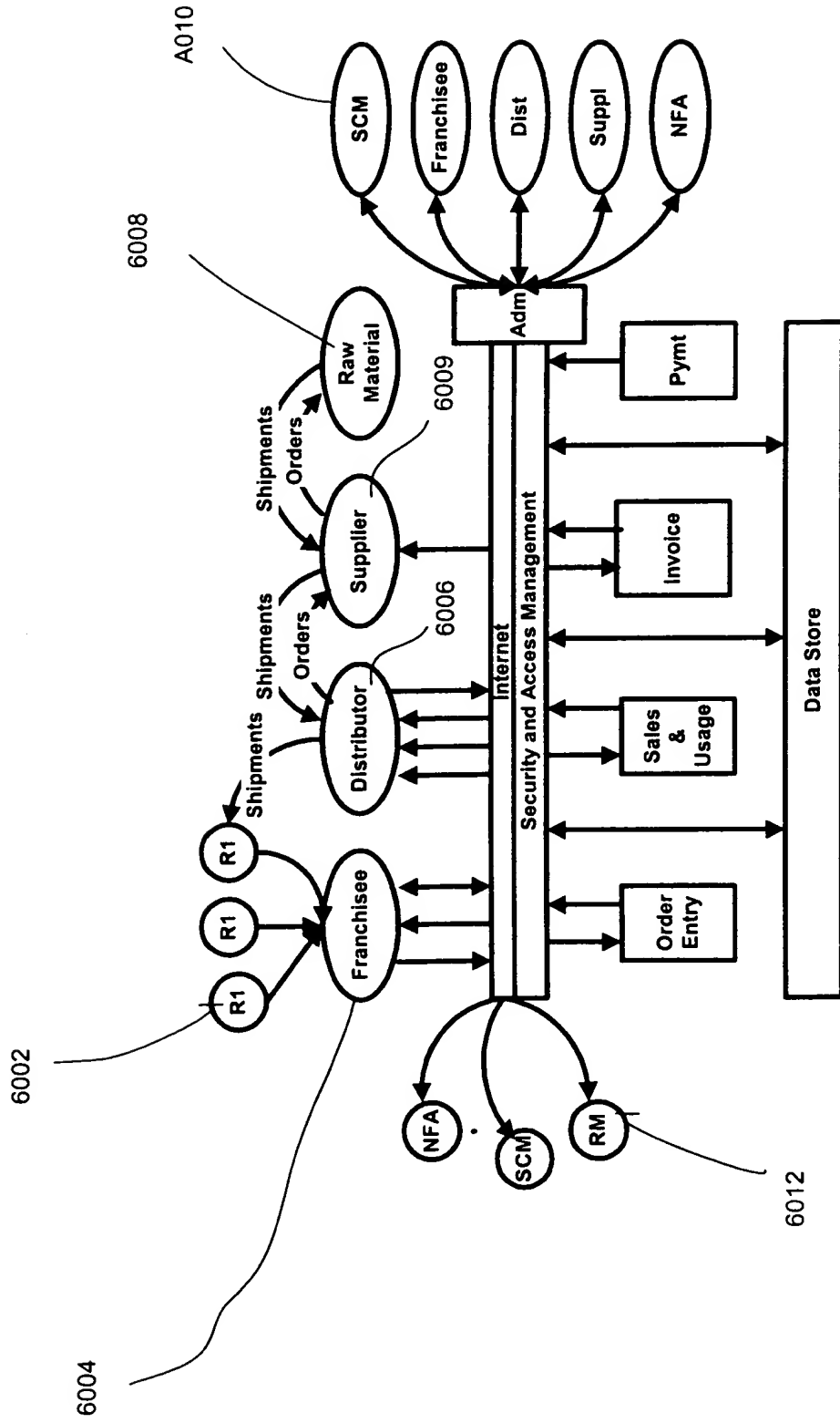


Fig. 60

2025-09-29 10:00

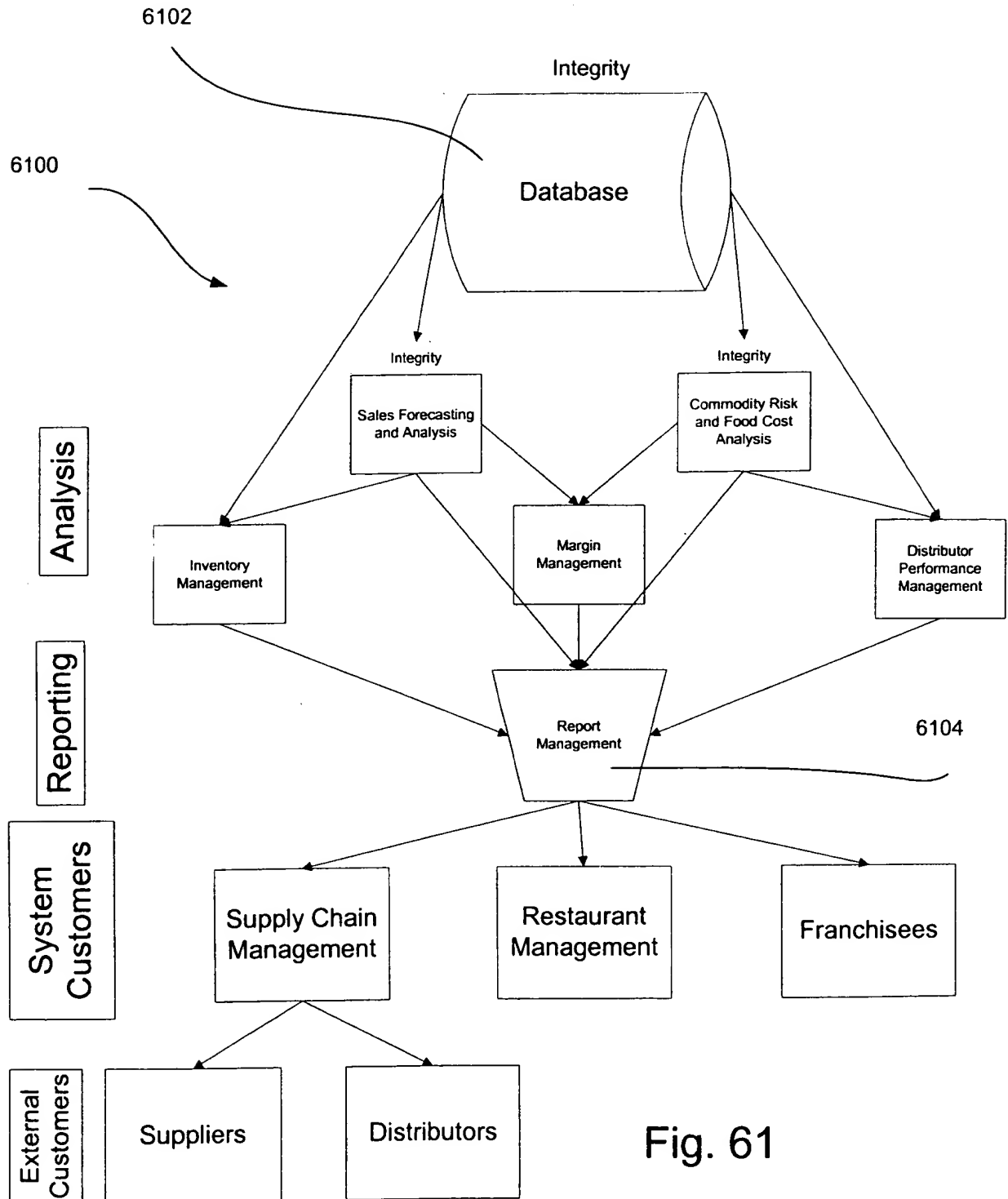
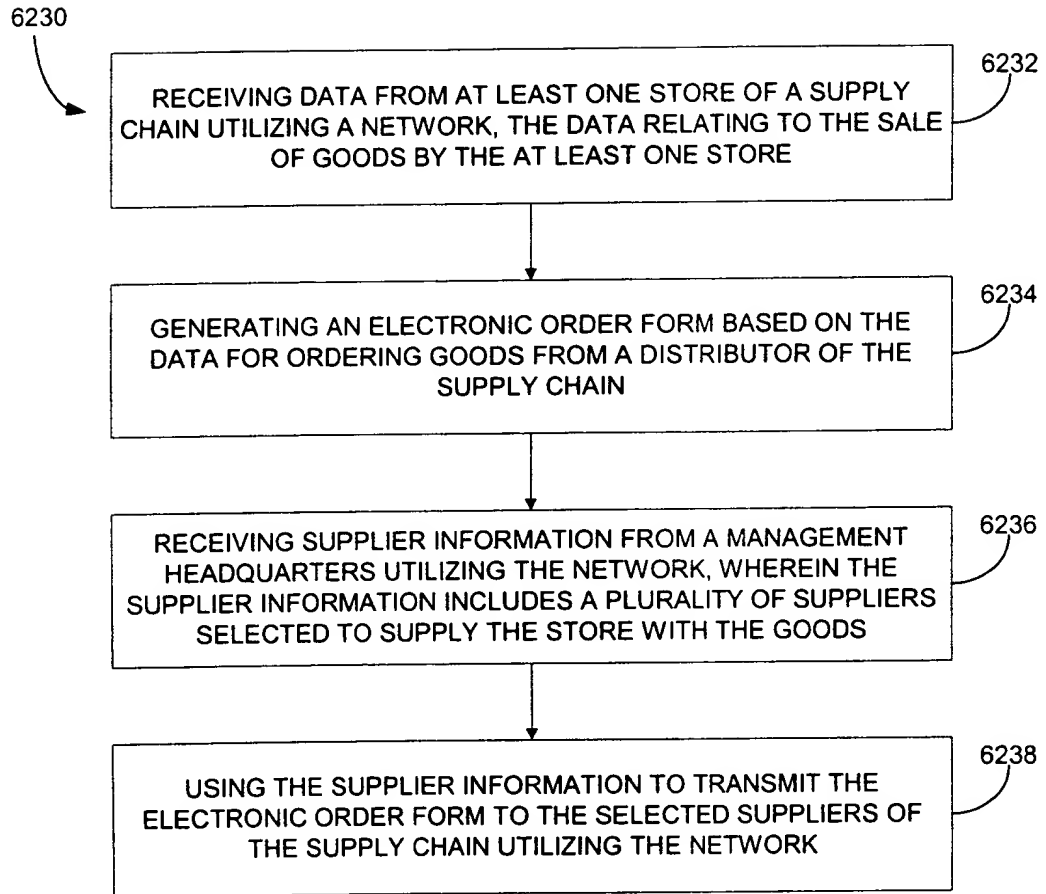


Fig. 61



**FIG. 62**

6300

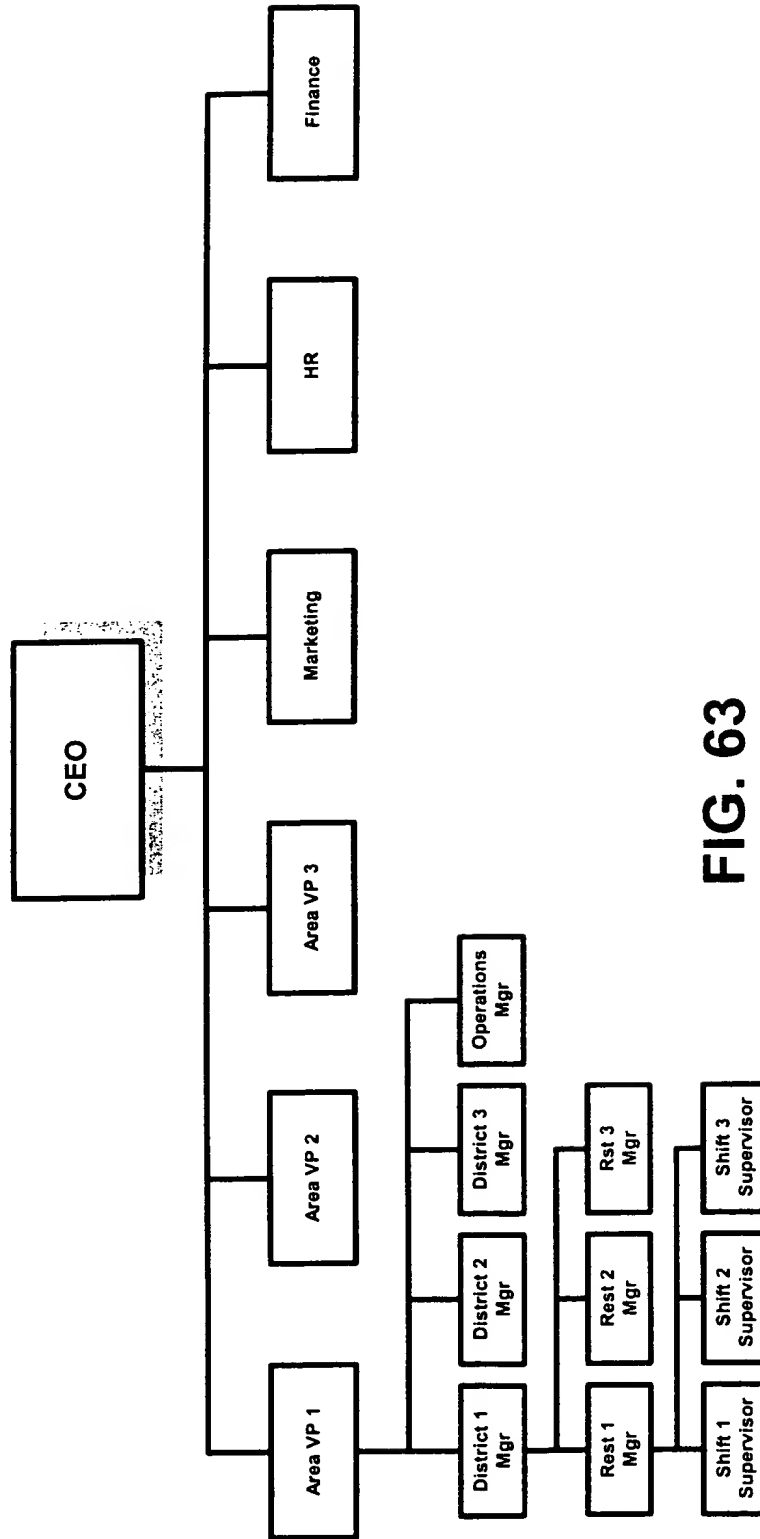
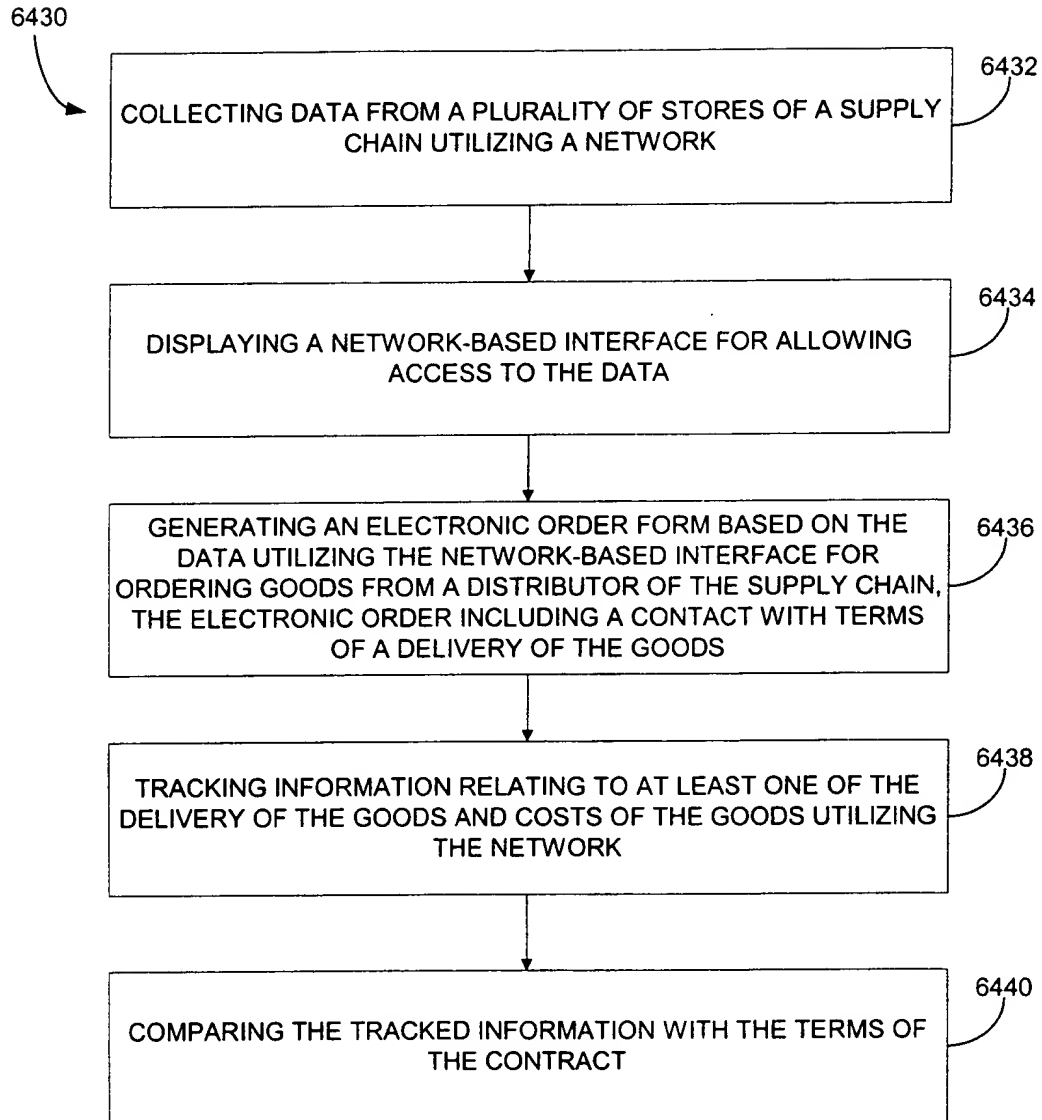
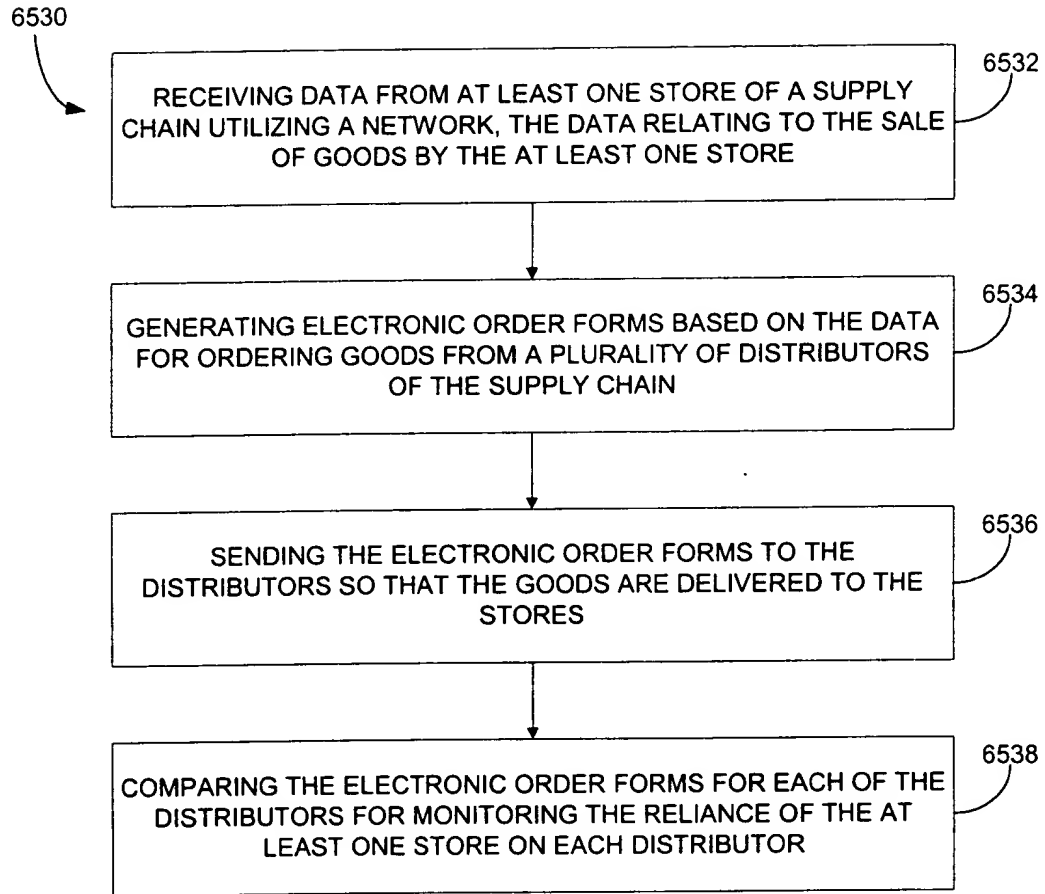


FIG. 63

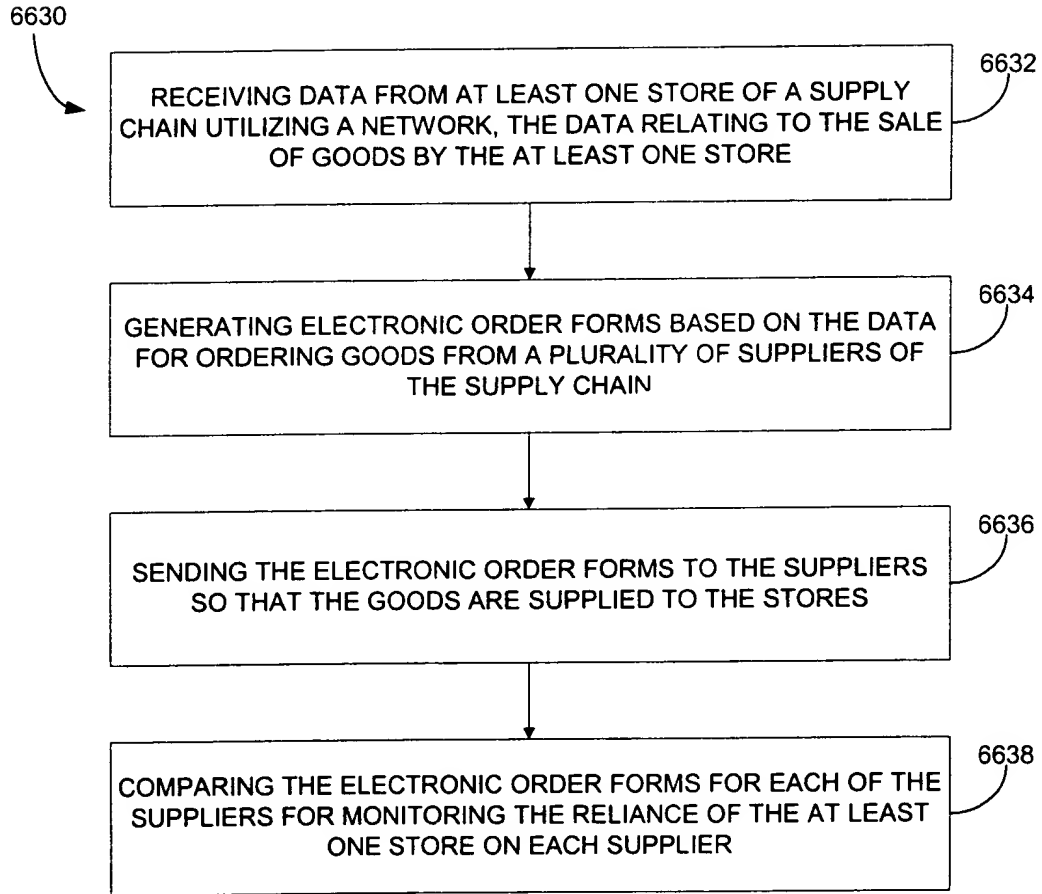


**FIG. 64**

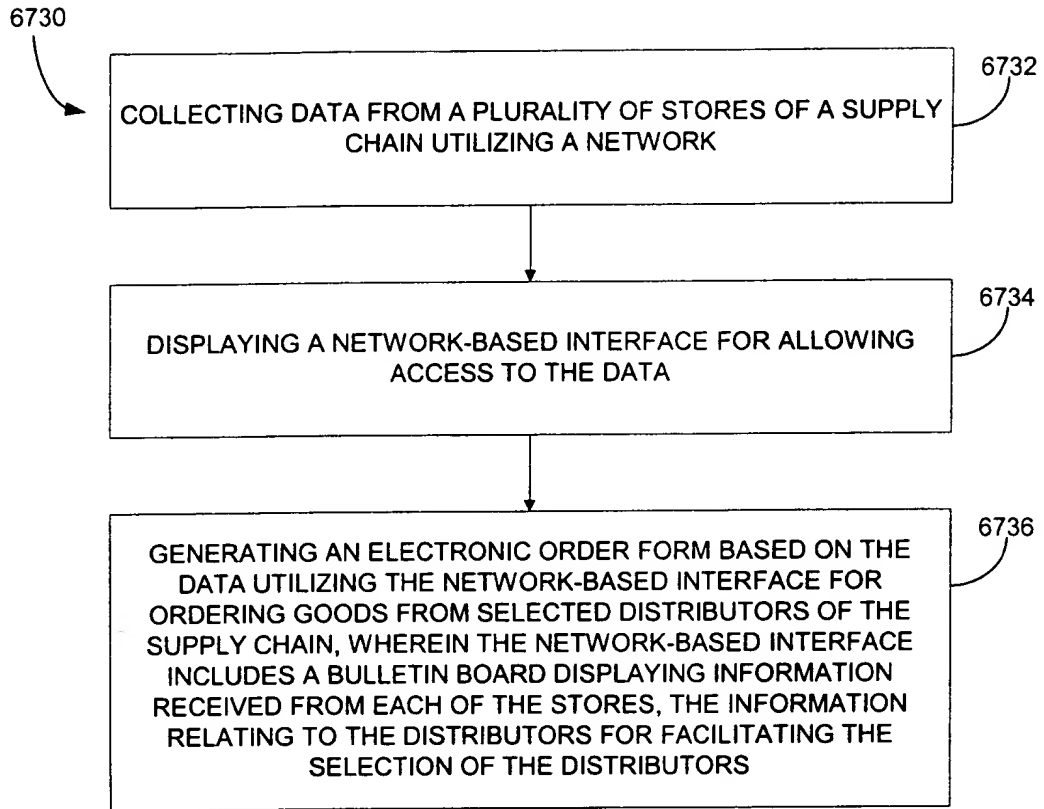




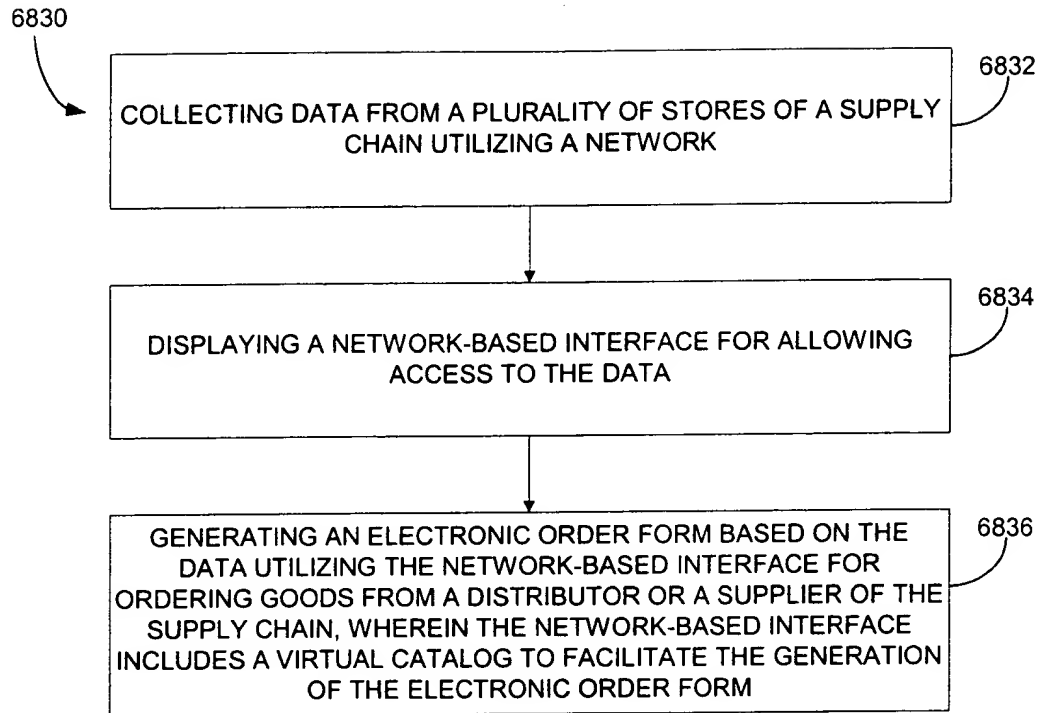
**FIG. 65**



**FIG. 66**



**FIG. 67**



**FIG. 68**

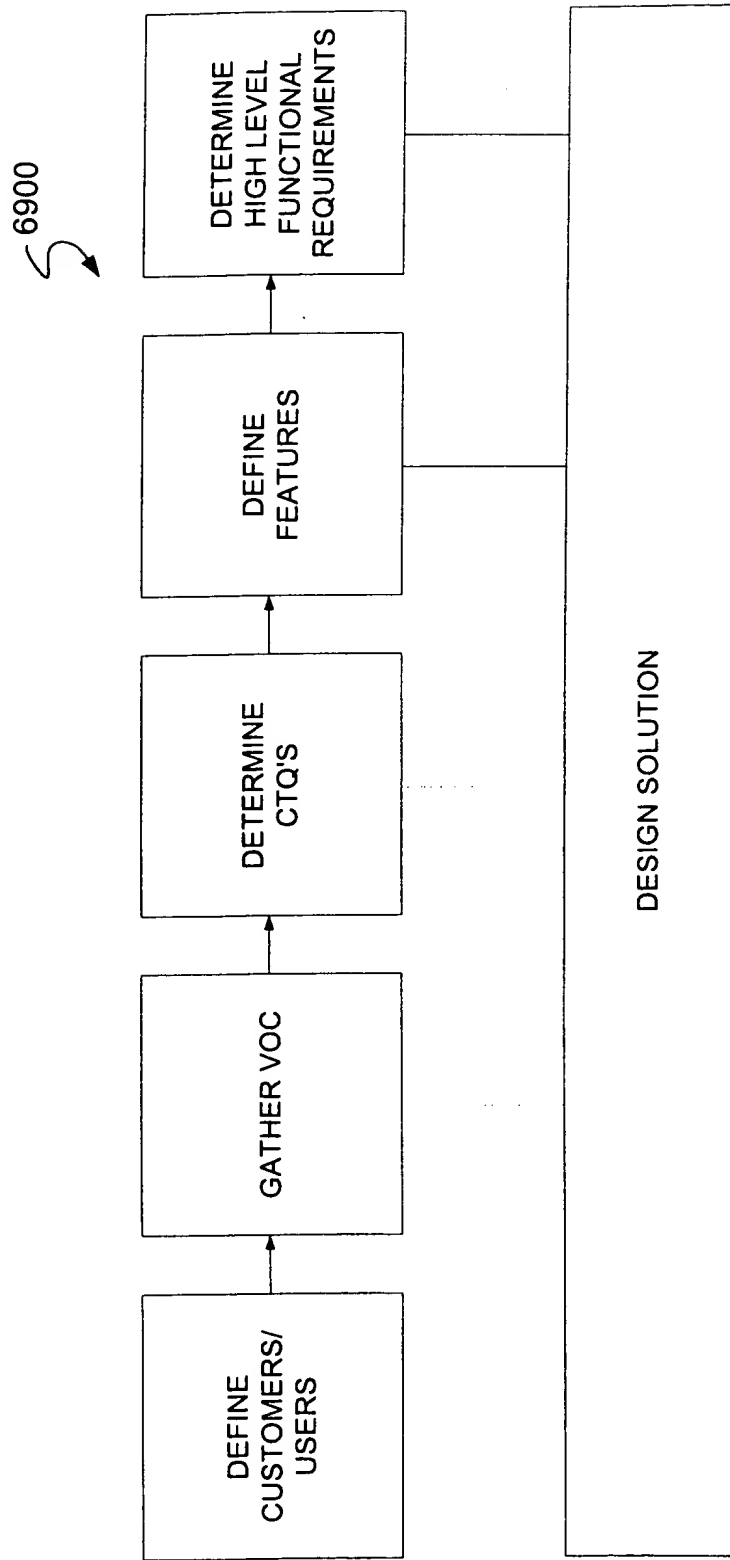
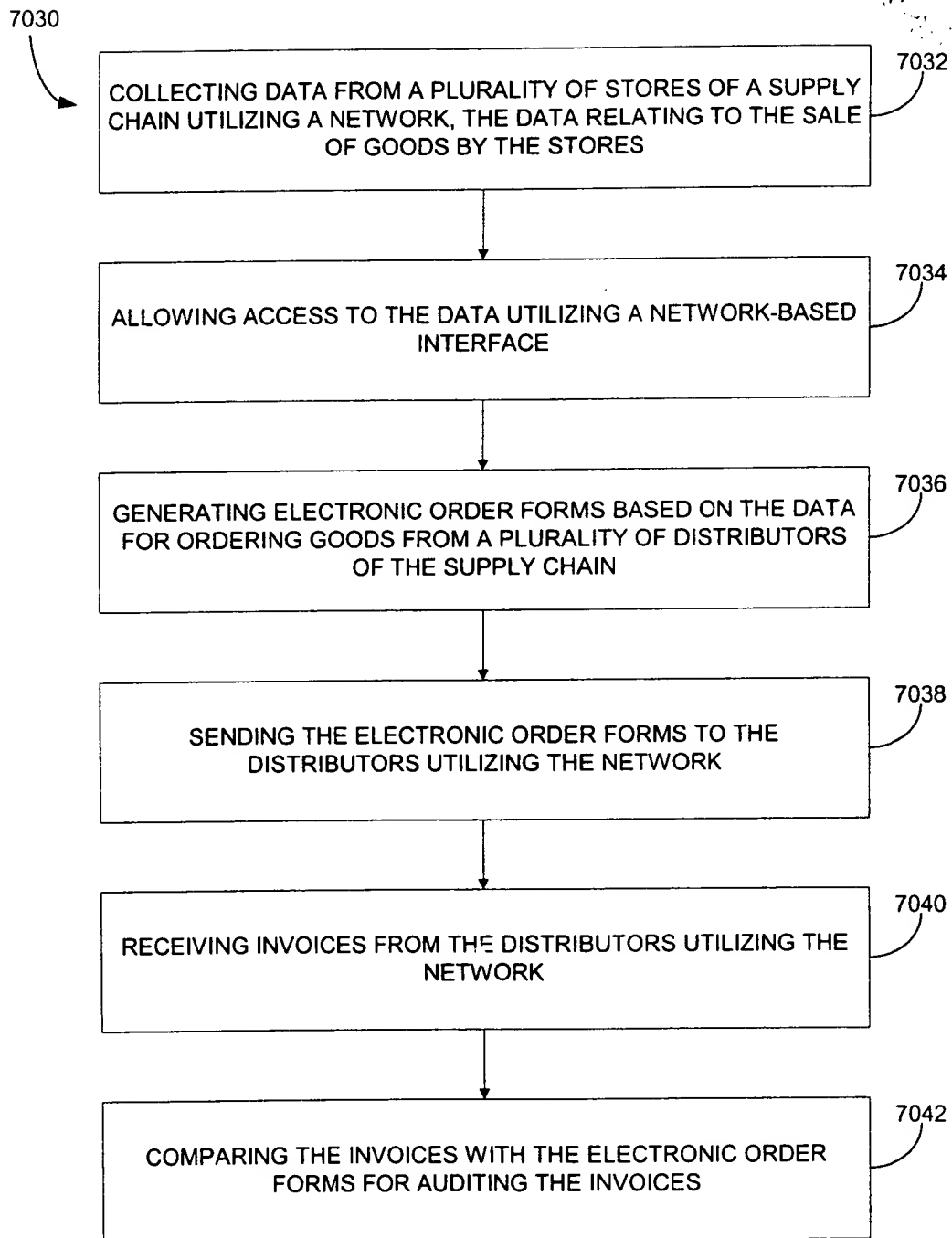
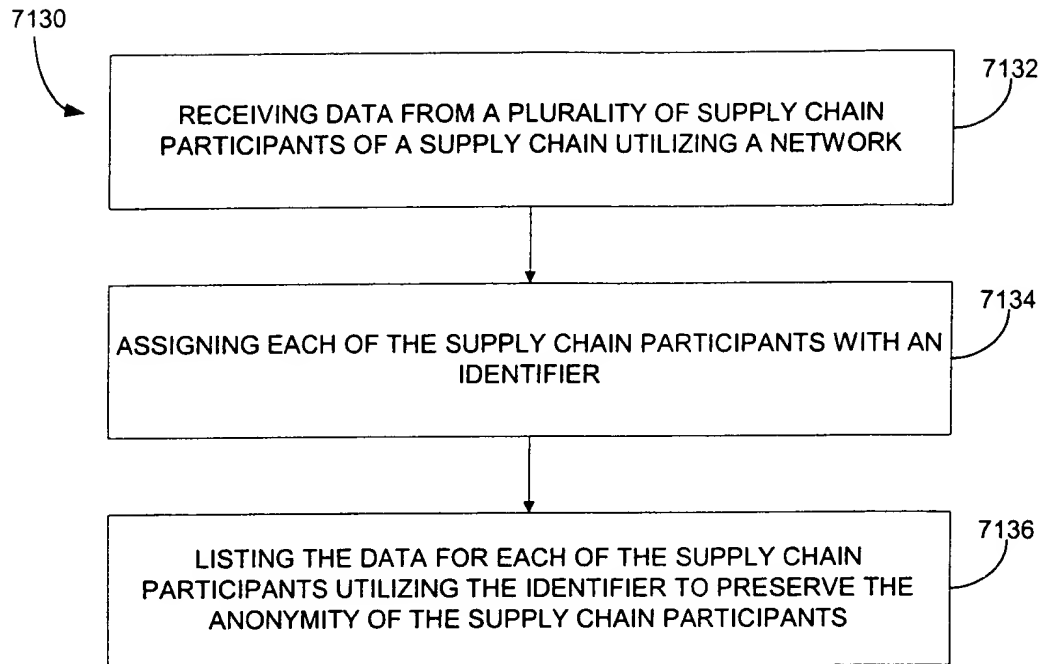


FIG. 69



**FIG. 70**



**FIG. 71**

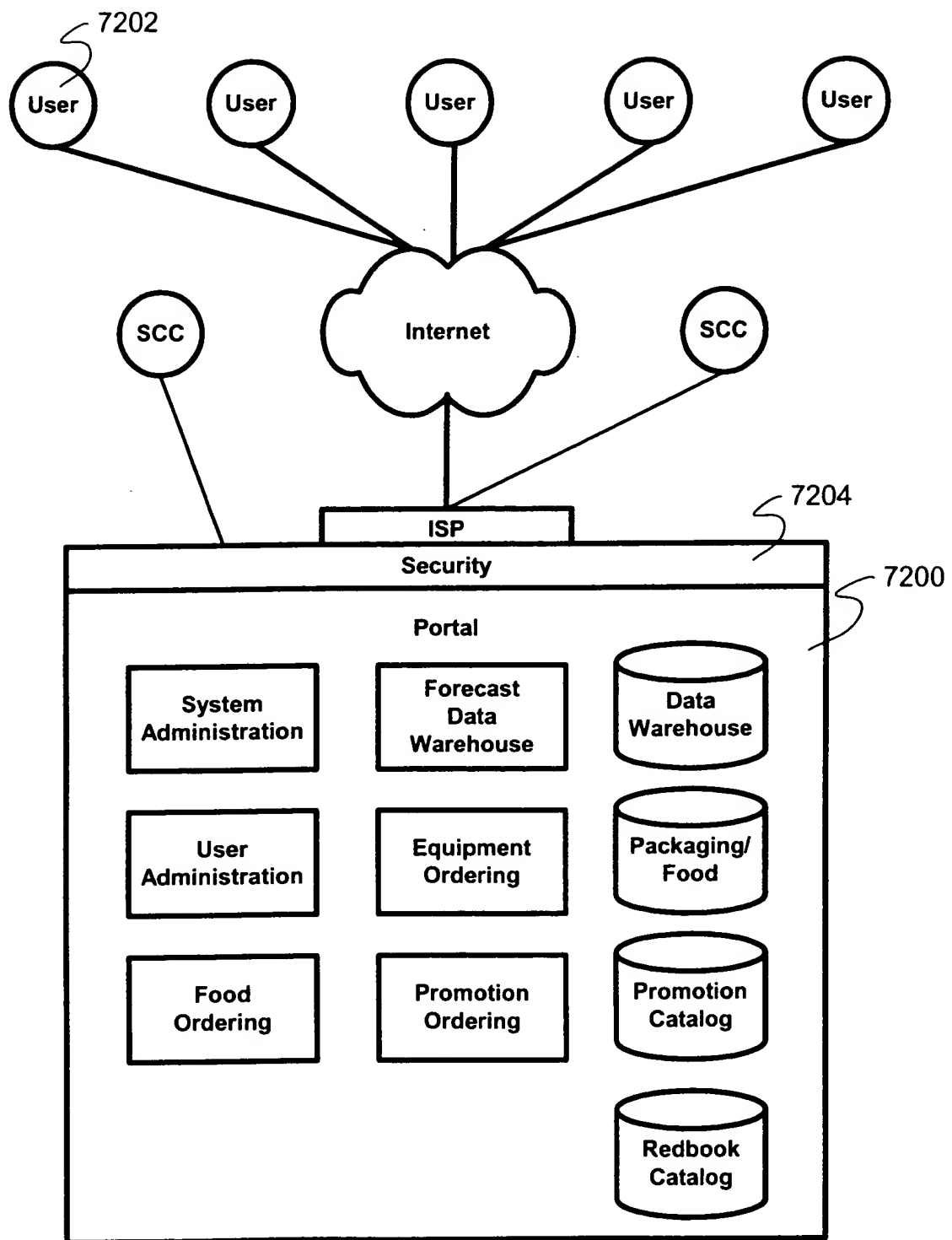


FIG. 72



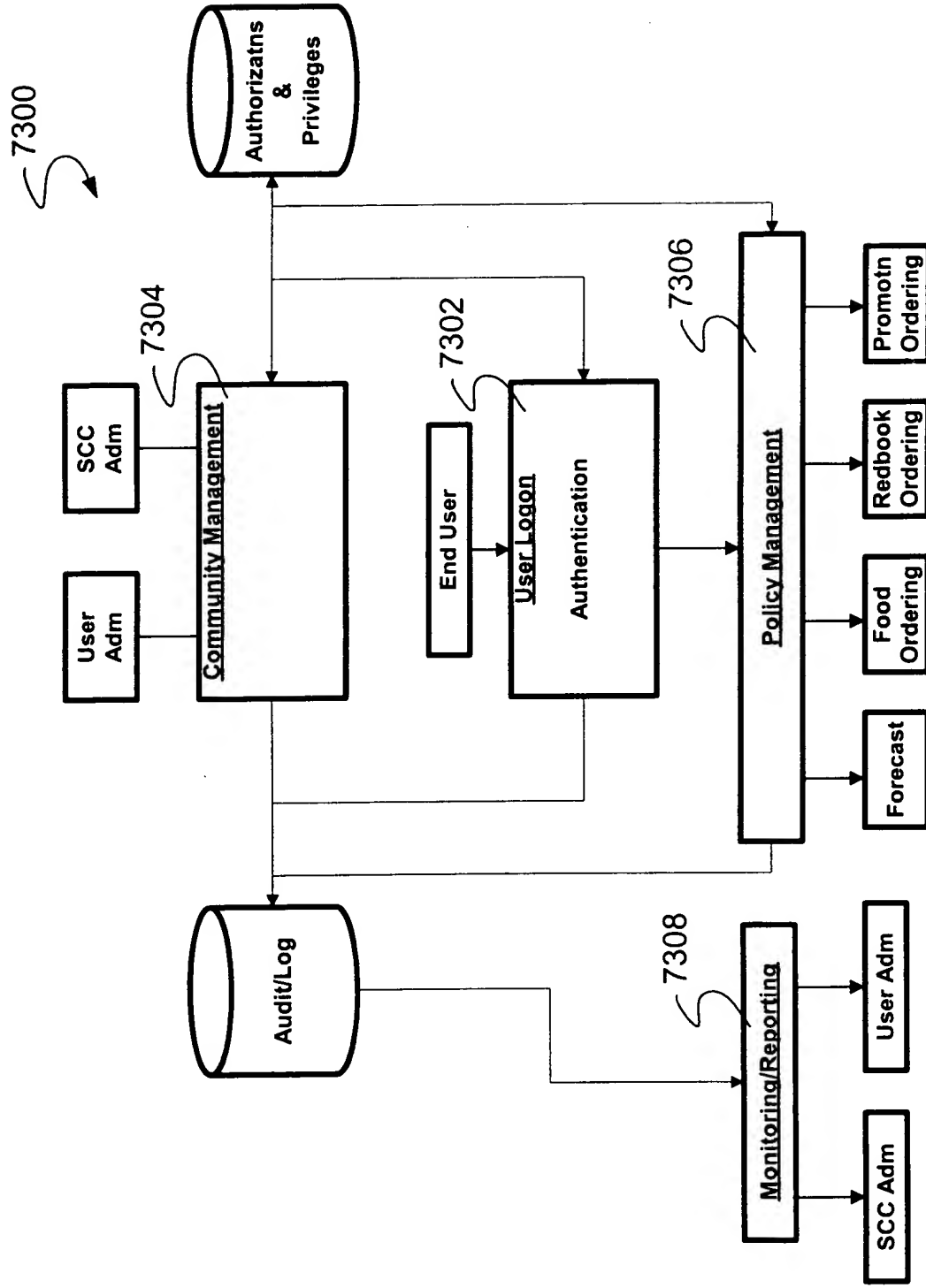


FIG. 73

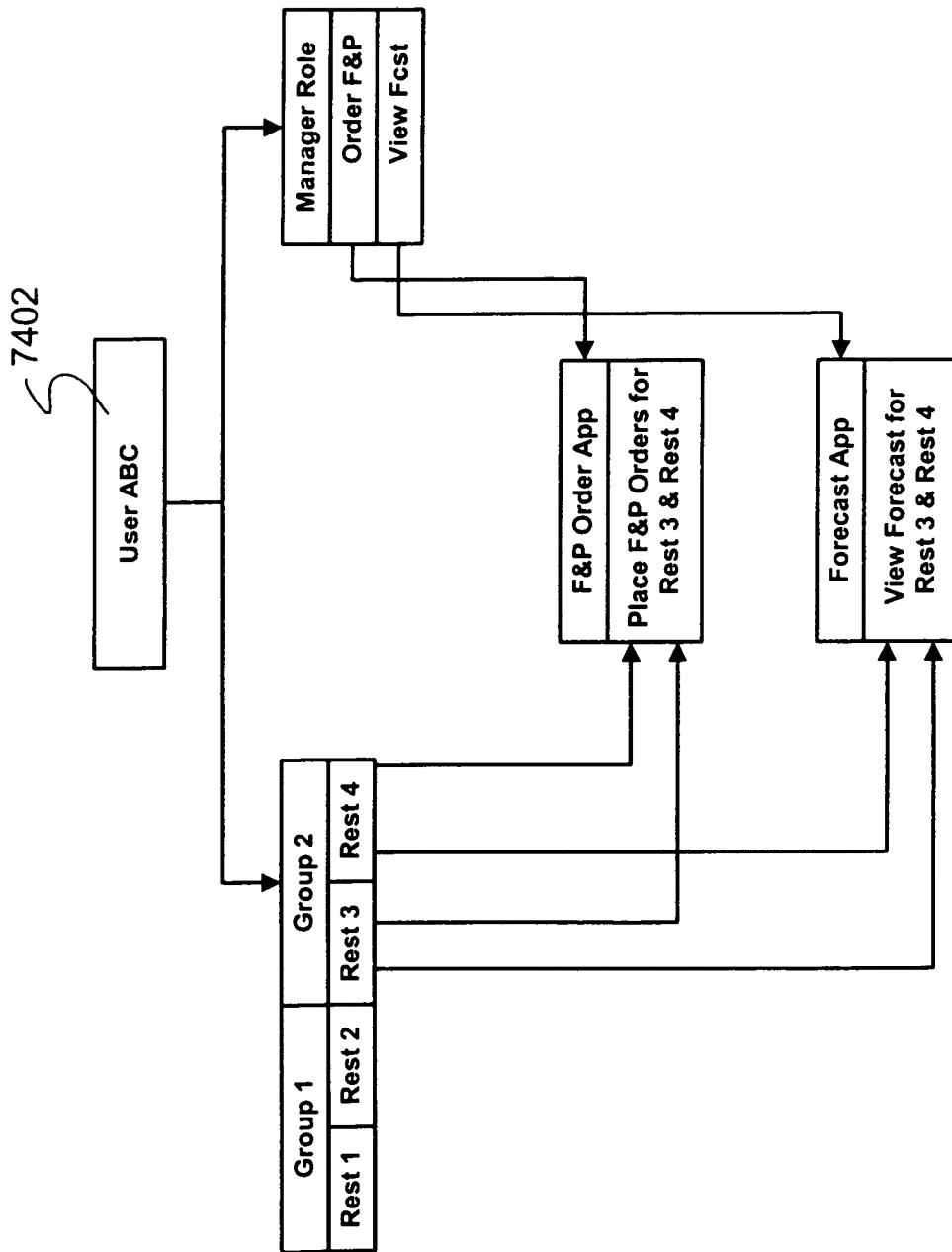


FIG. 74

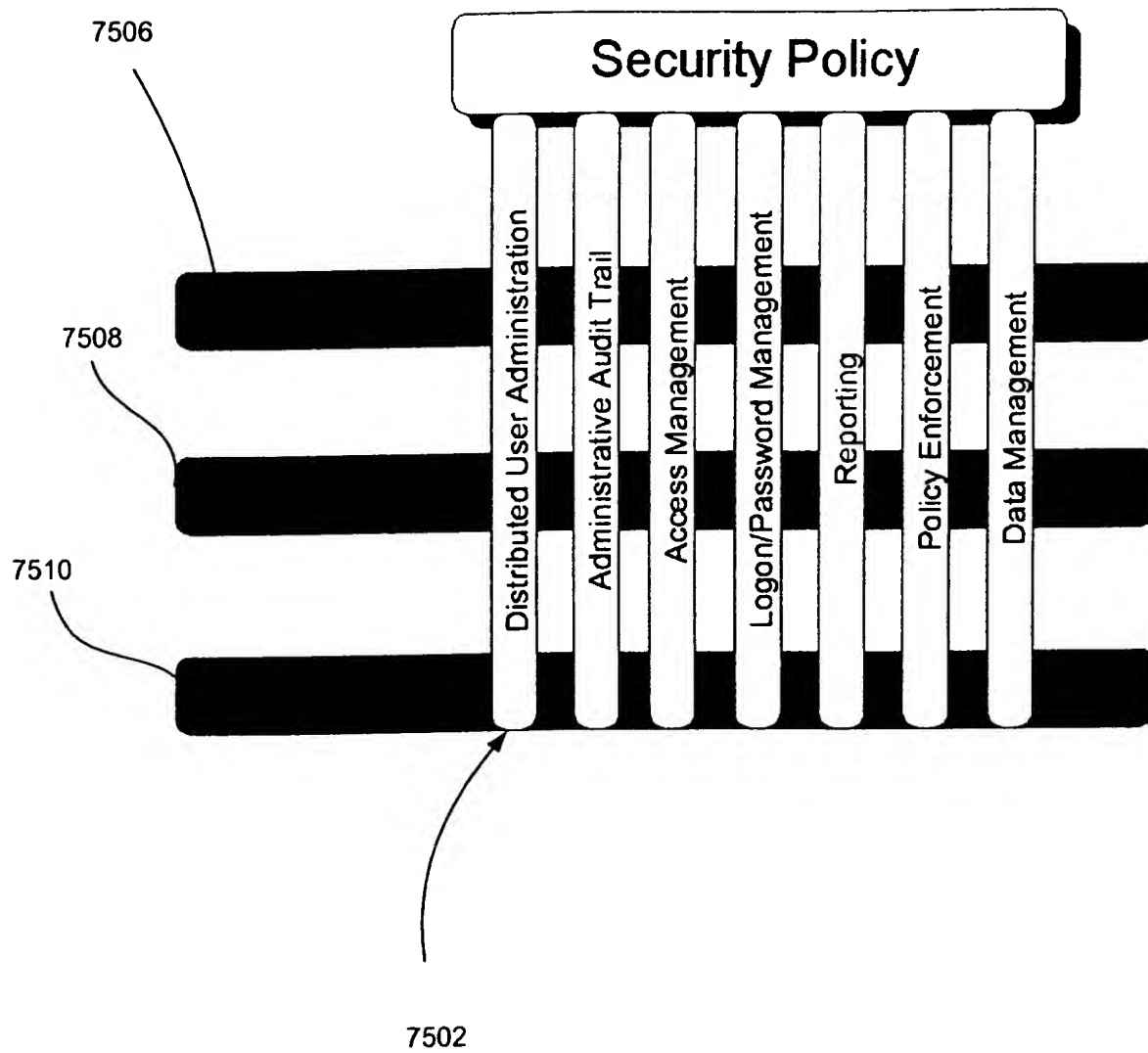
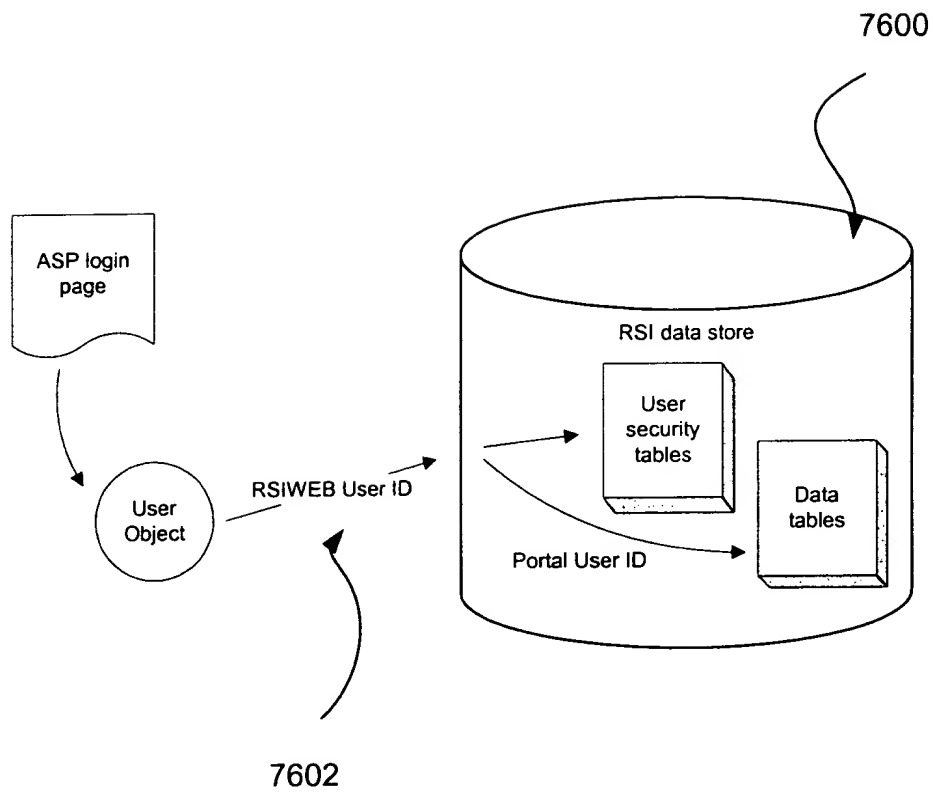


Fig. 75



**Fig. 76**

2004-09-09 10:00:00

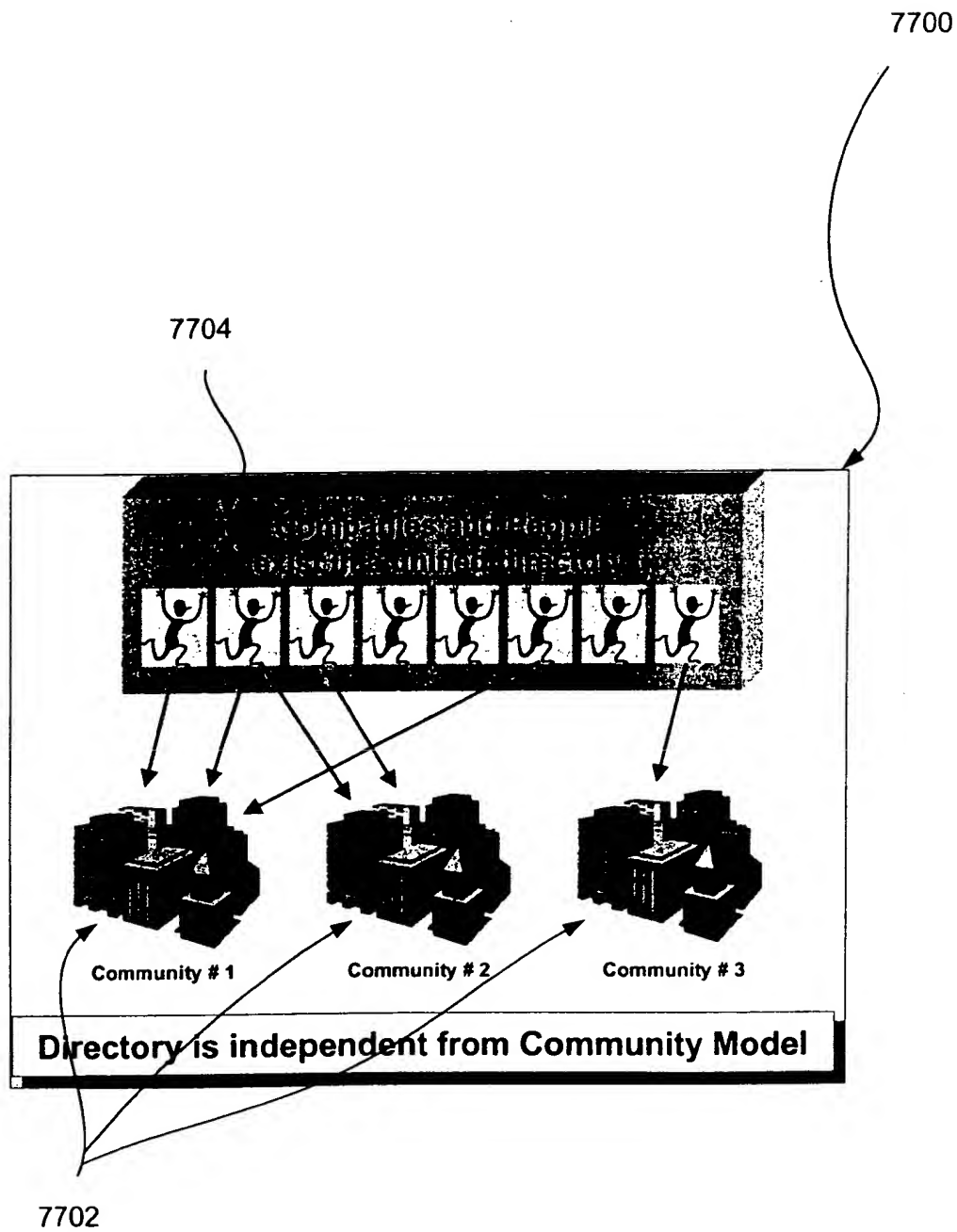


Fig. 77

7800

7802

7804

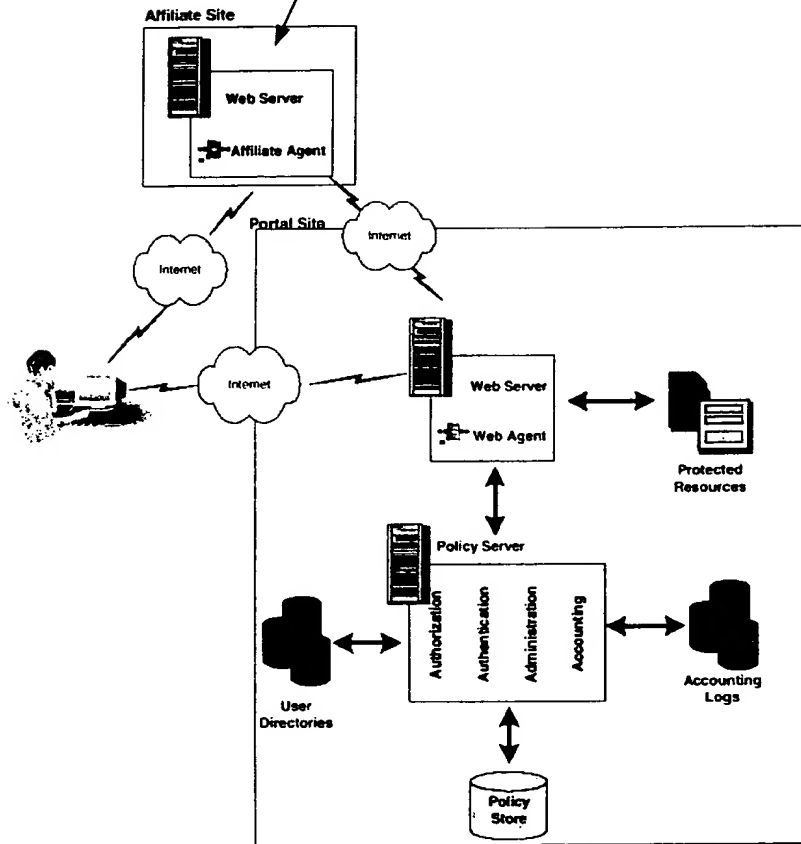


Fig. 78

7900

7902

# Policy-Based Web Security Model

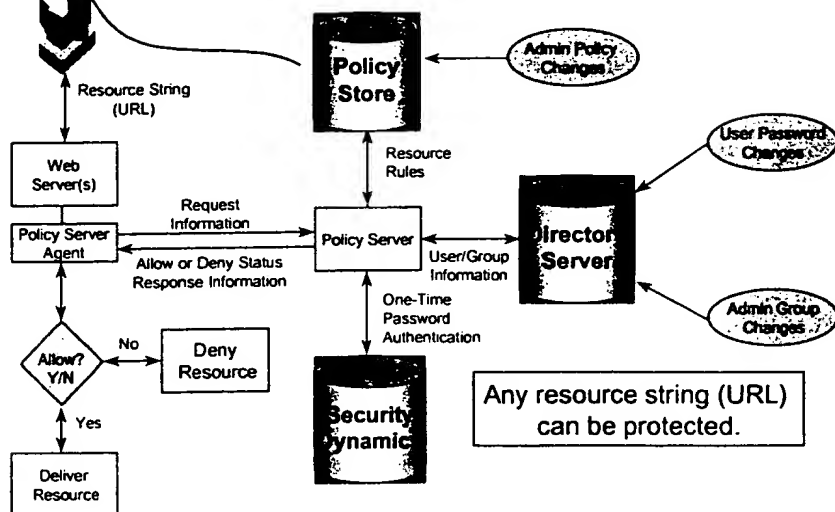
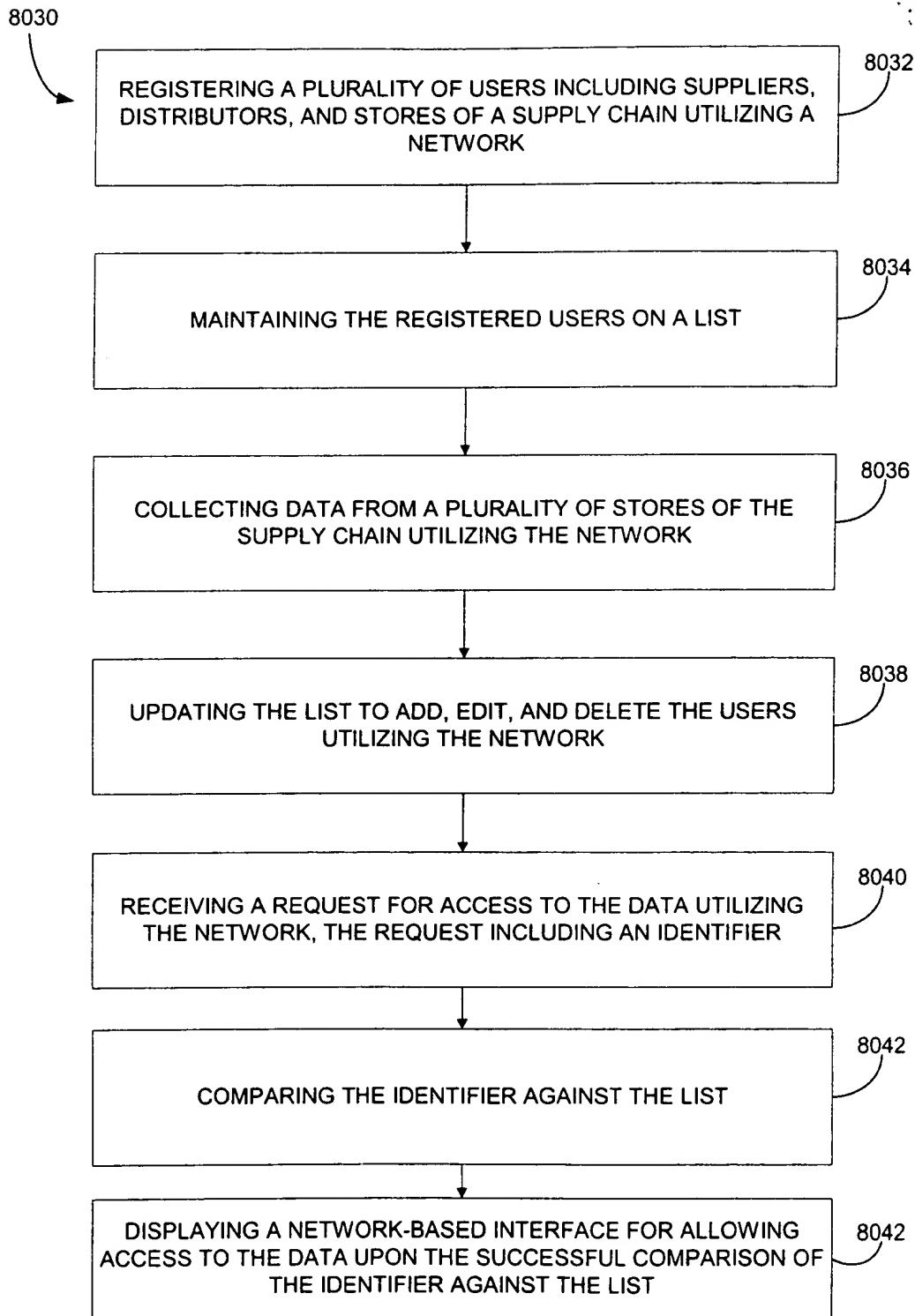


Fig. 79

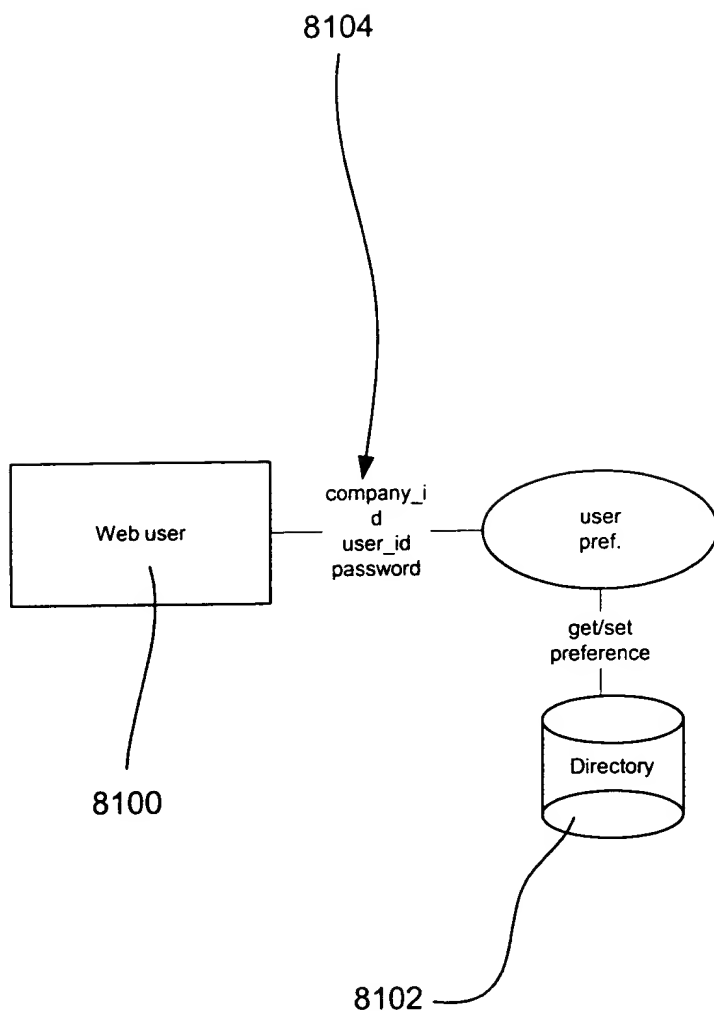
0984507804



**FIG. 80**



2025070616304



**Fig. 81**

8200

8202

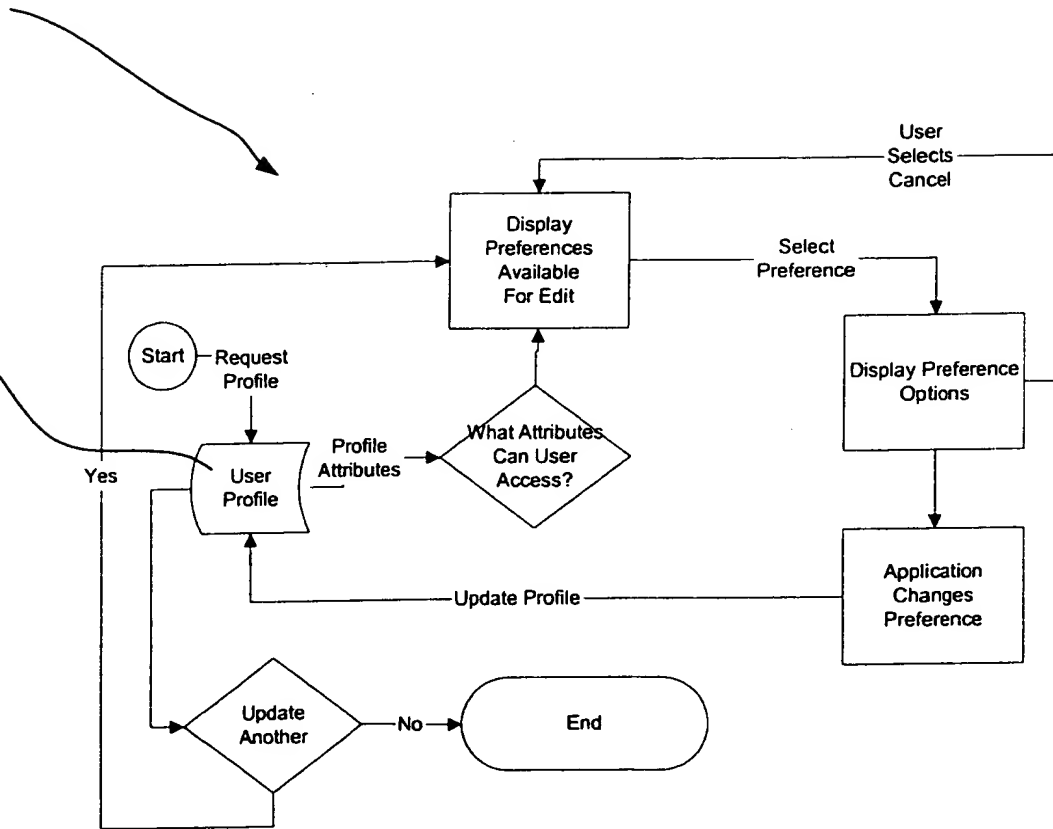
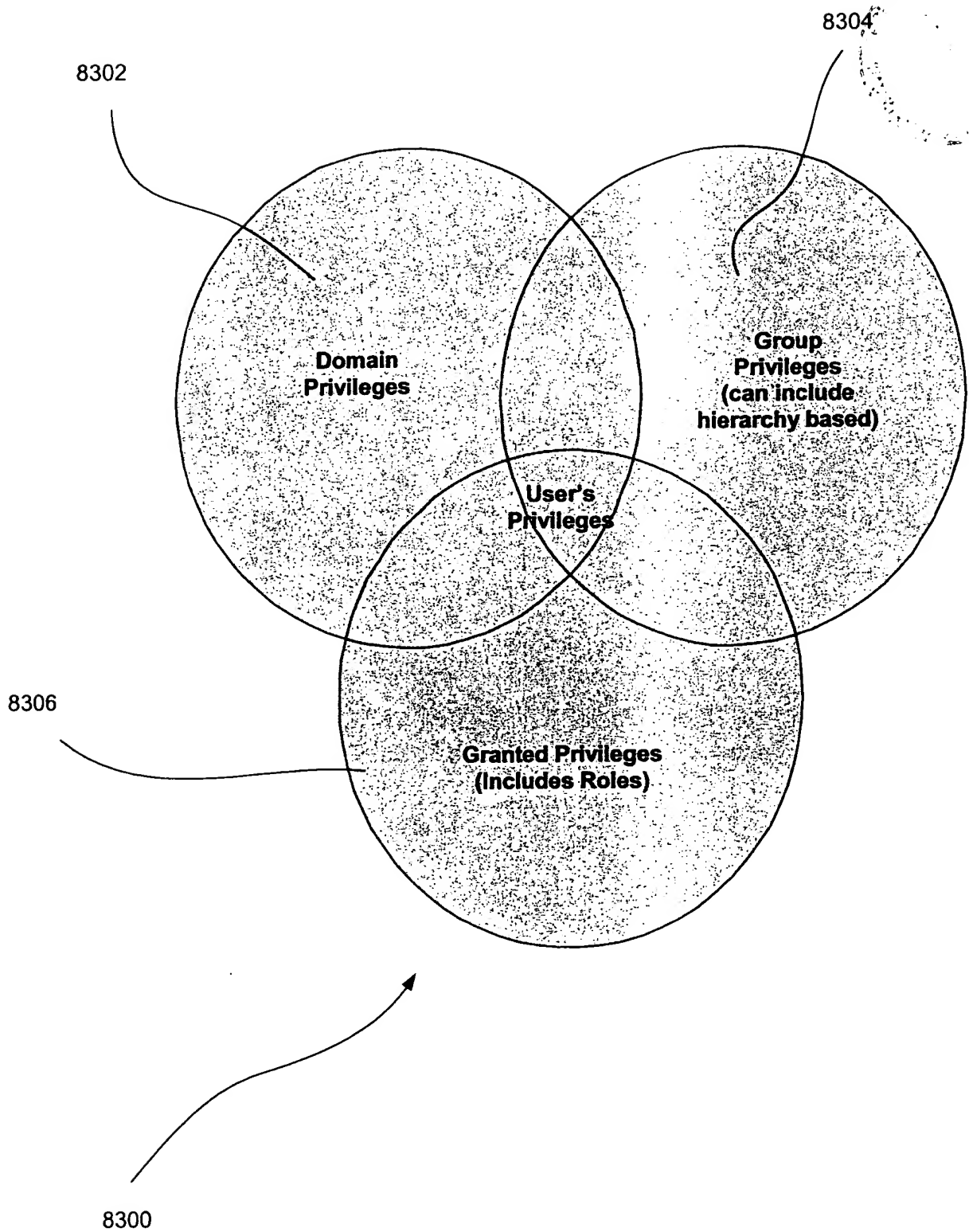
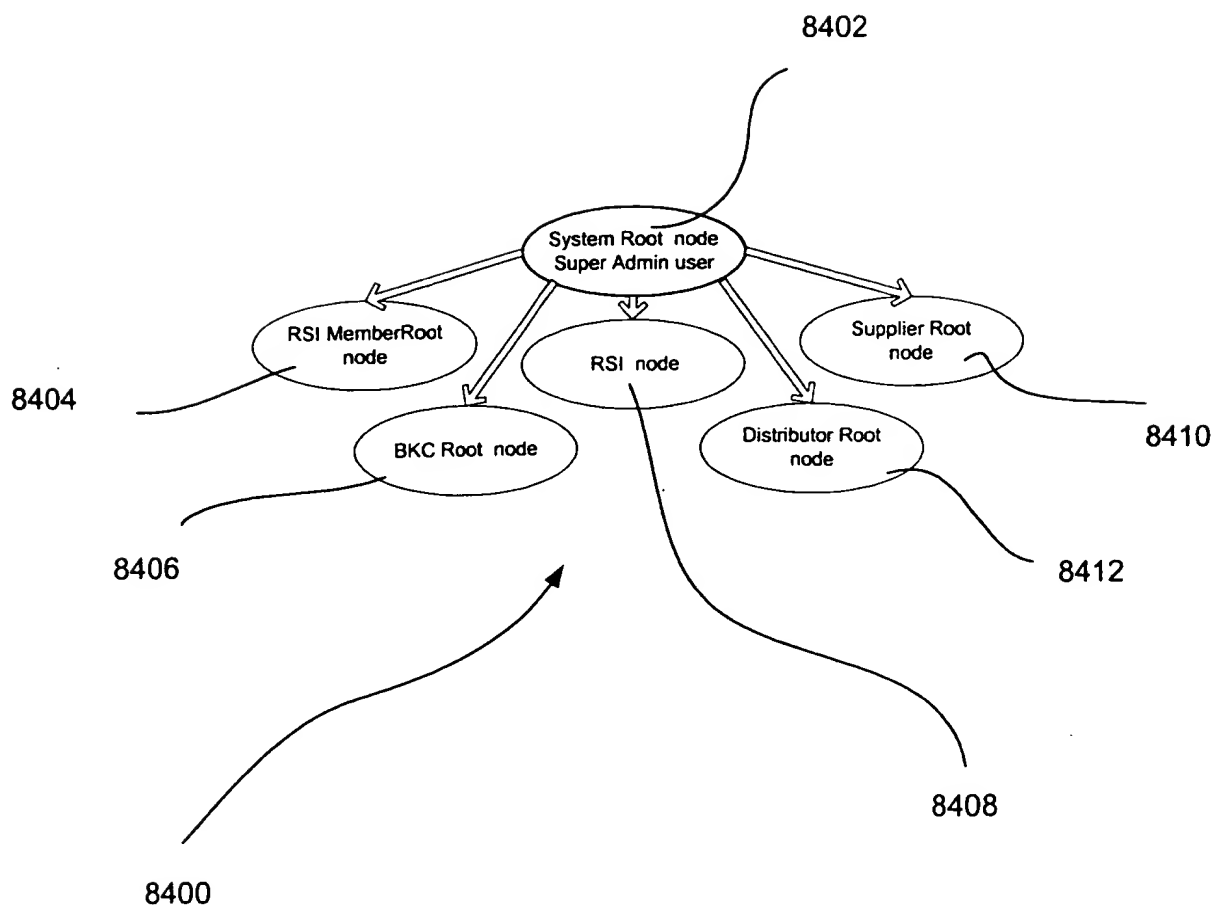



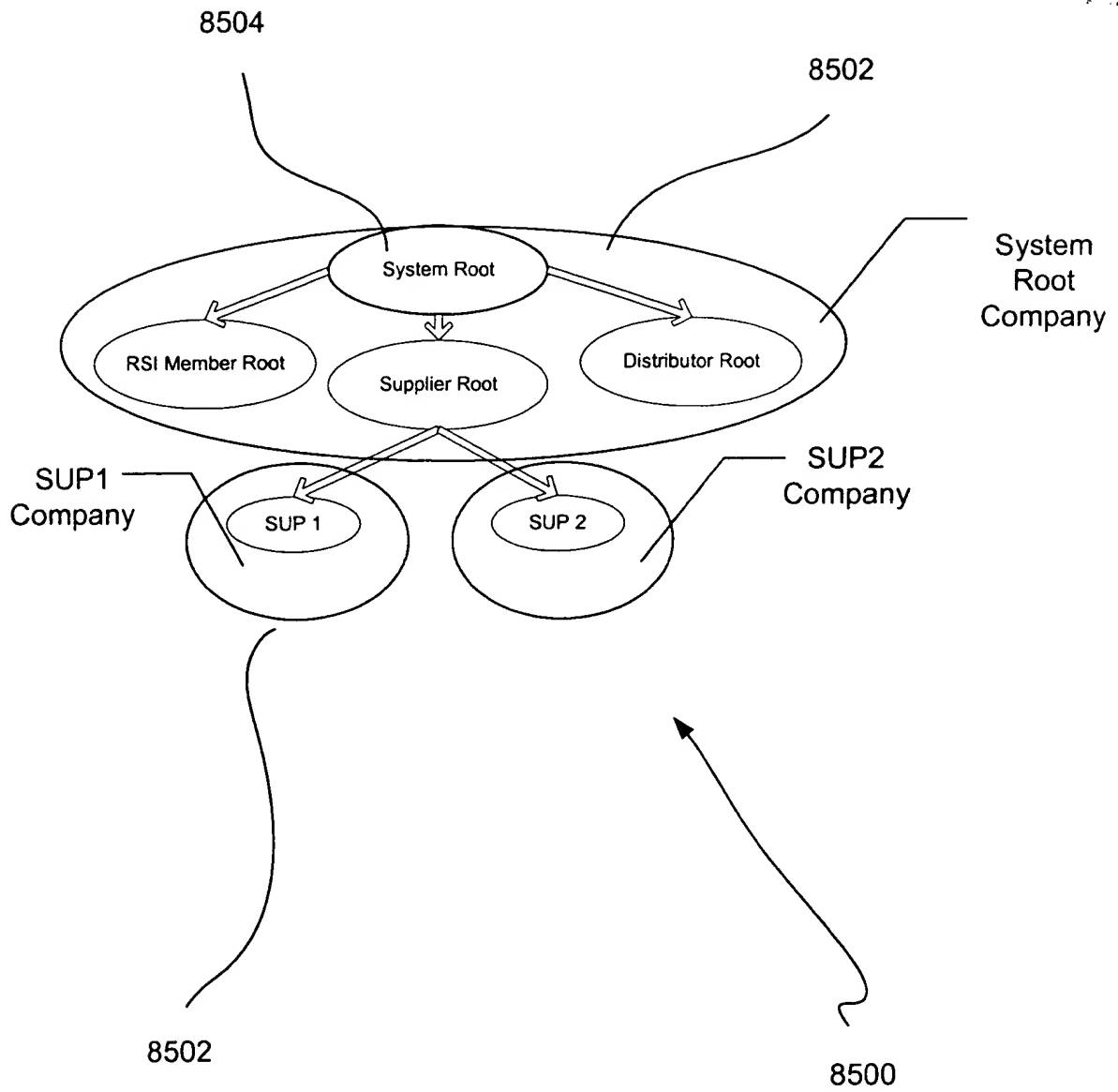
Fig. 82

09816975-070601



**Fig. 83**





**Fig. 85**

8600

8602

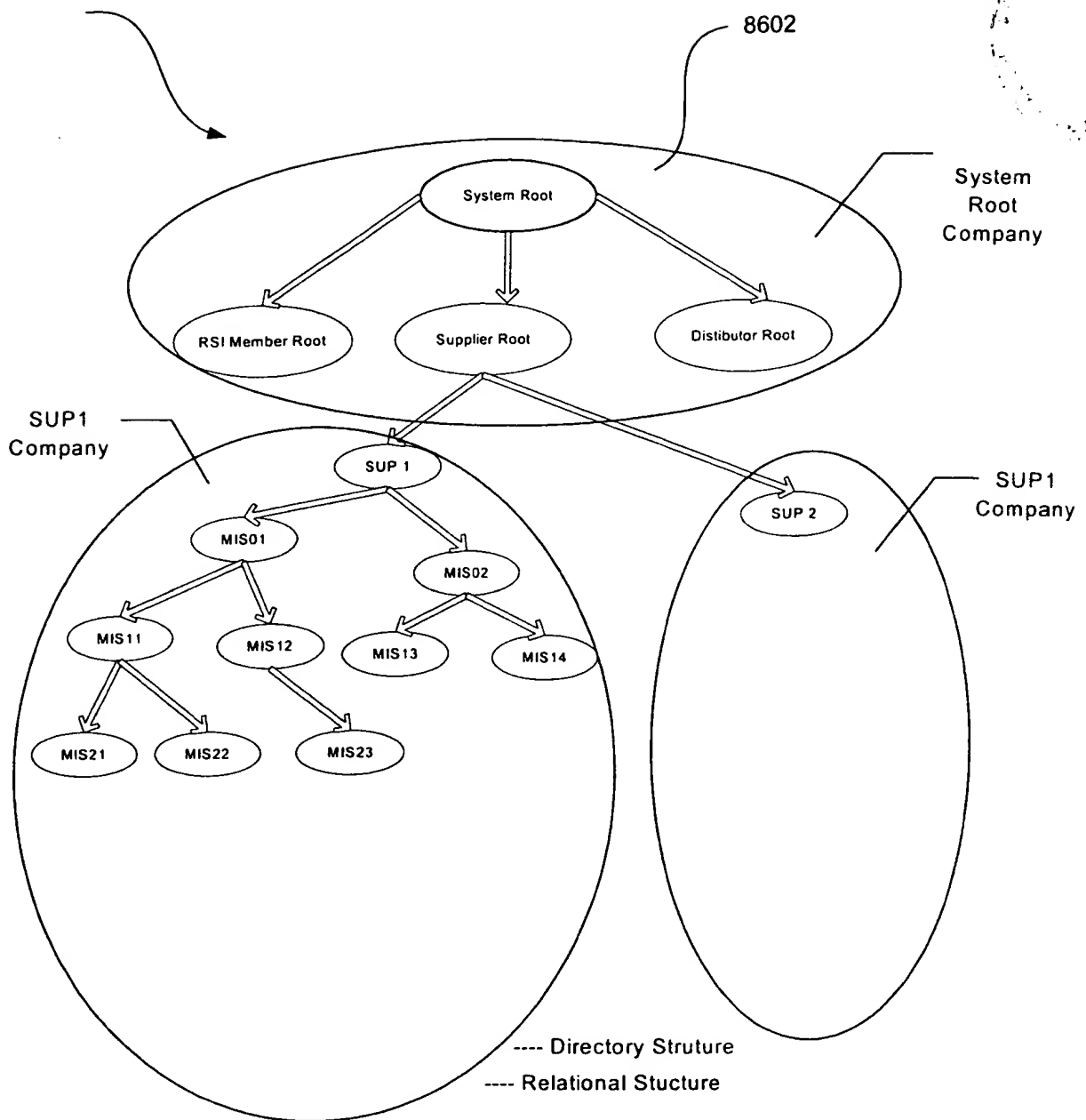


Fig. 86

8700

# Group Hierarchy Management: Data Flow

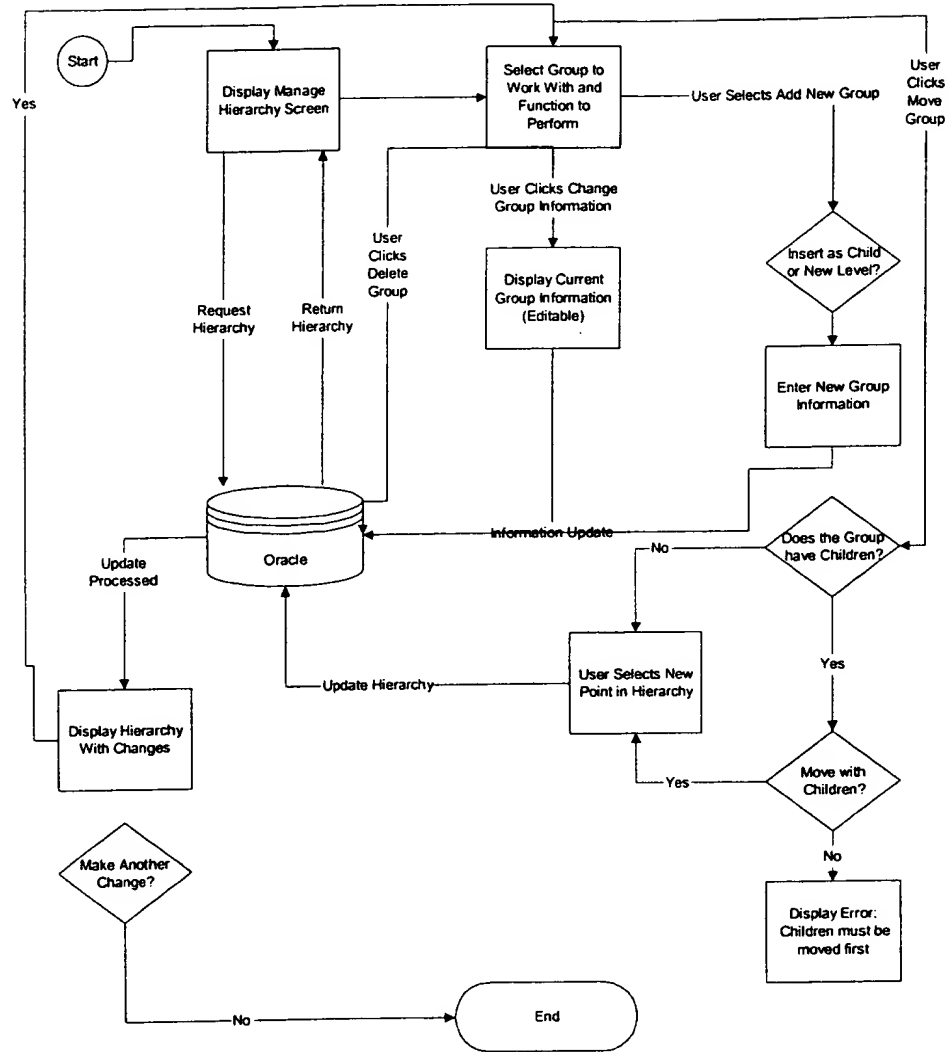


Fig. 87

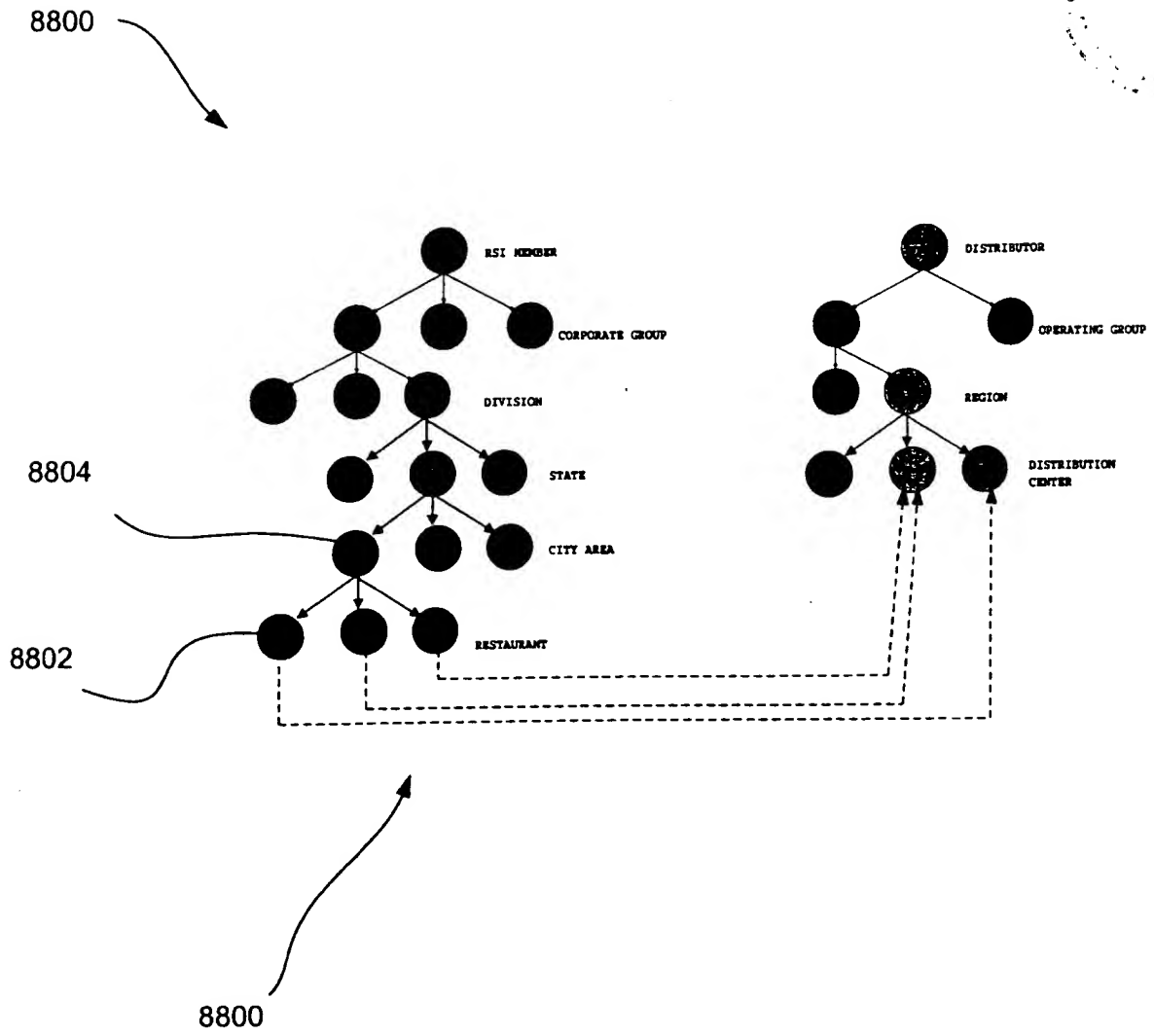


Fig. 88



8902



1400

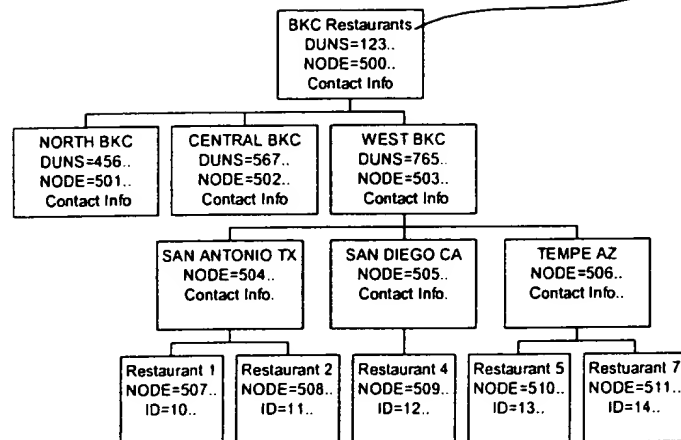


Fig. 89

0001637 070604

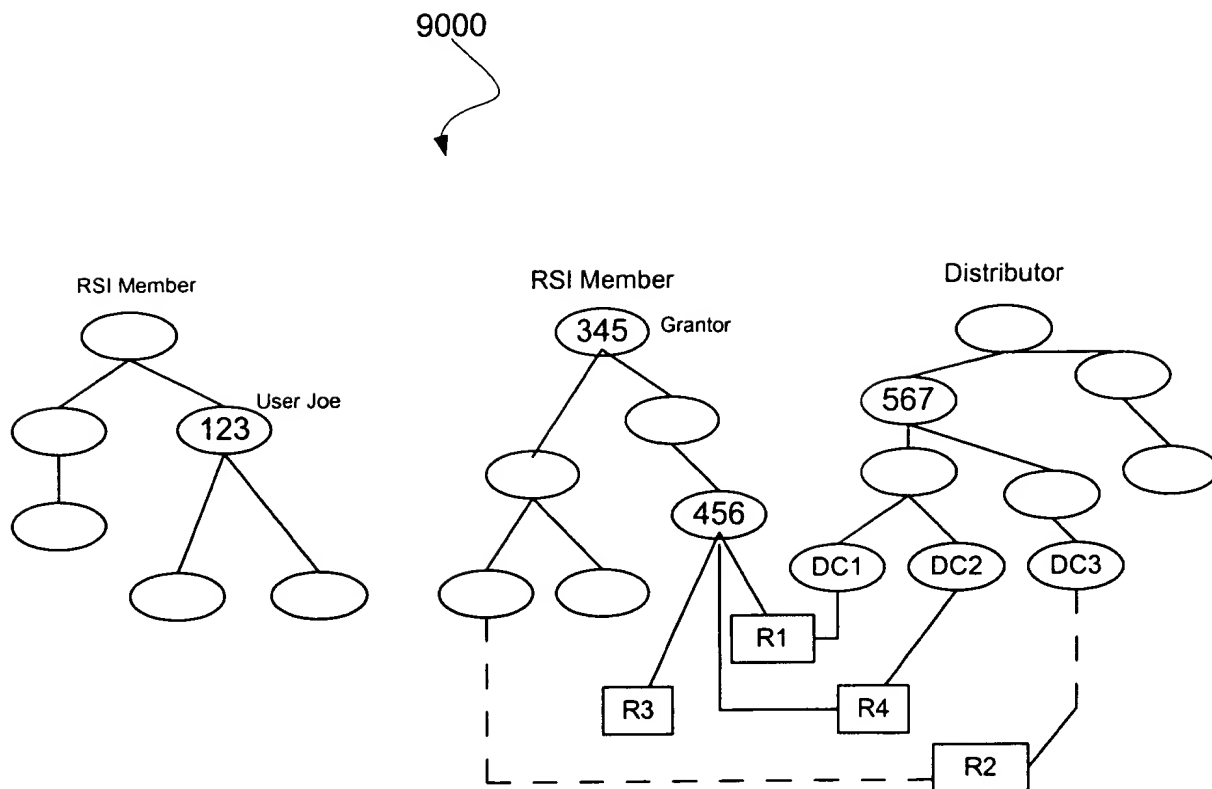


FIG. 90

9100

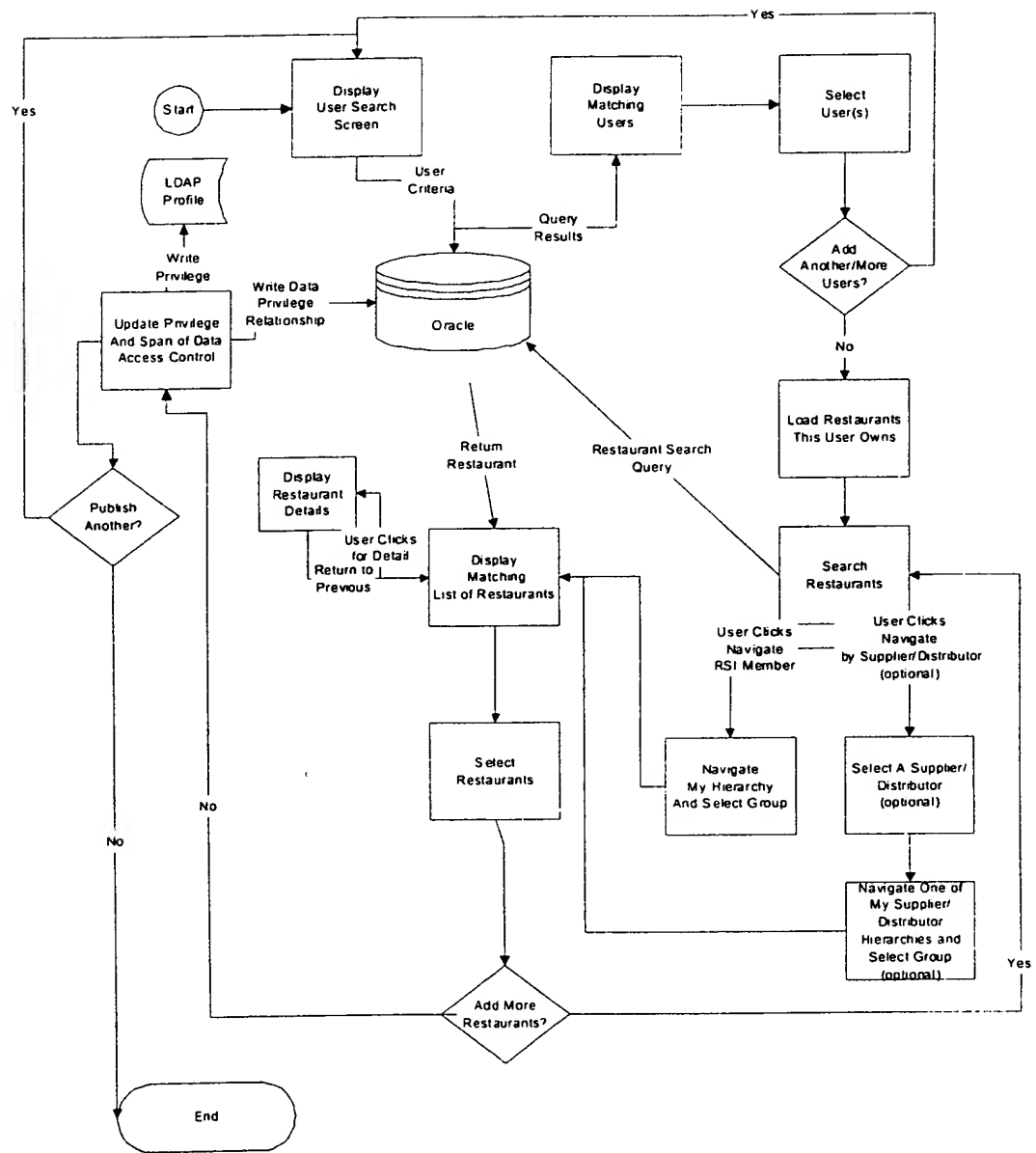
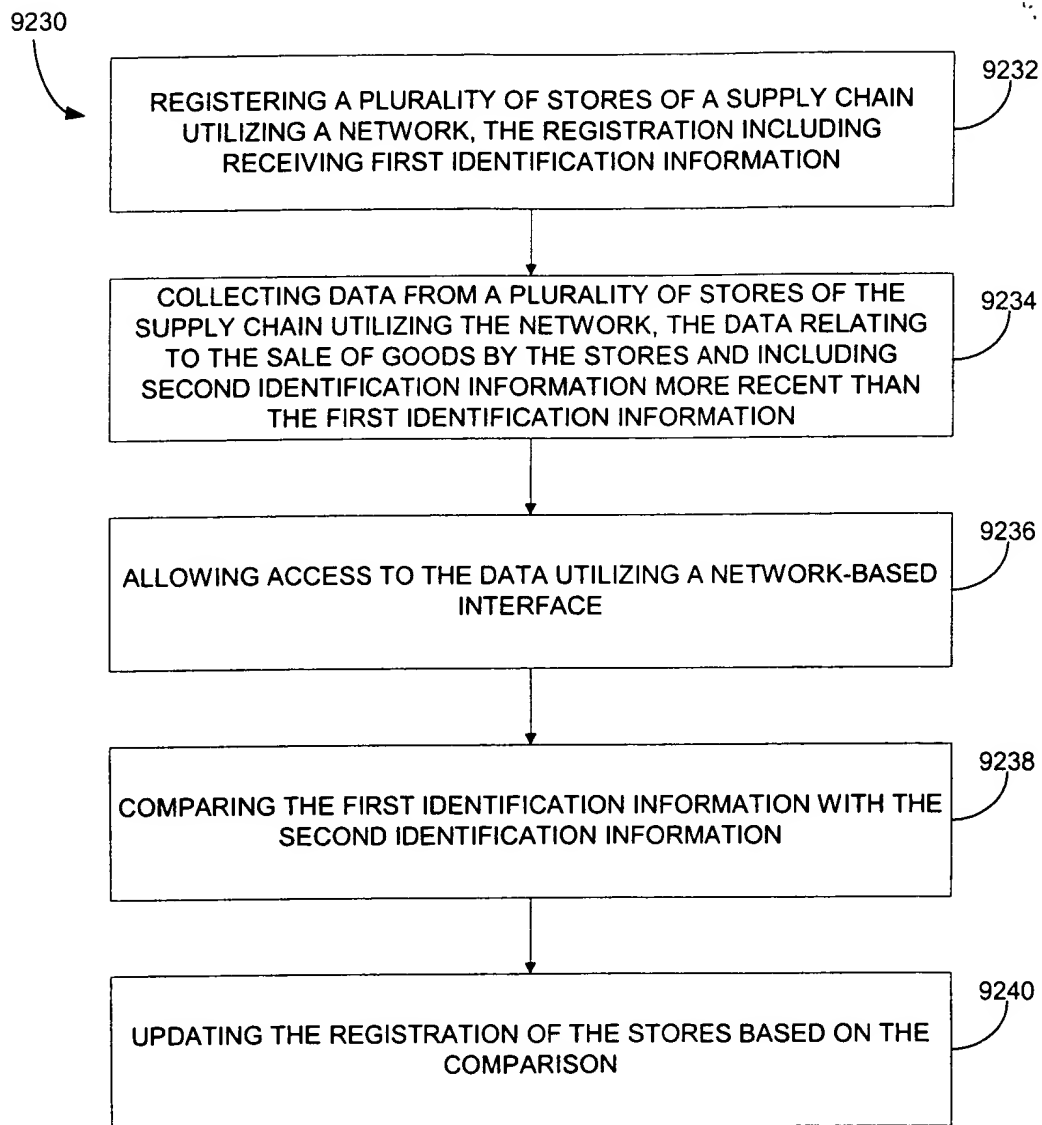
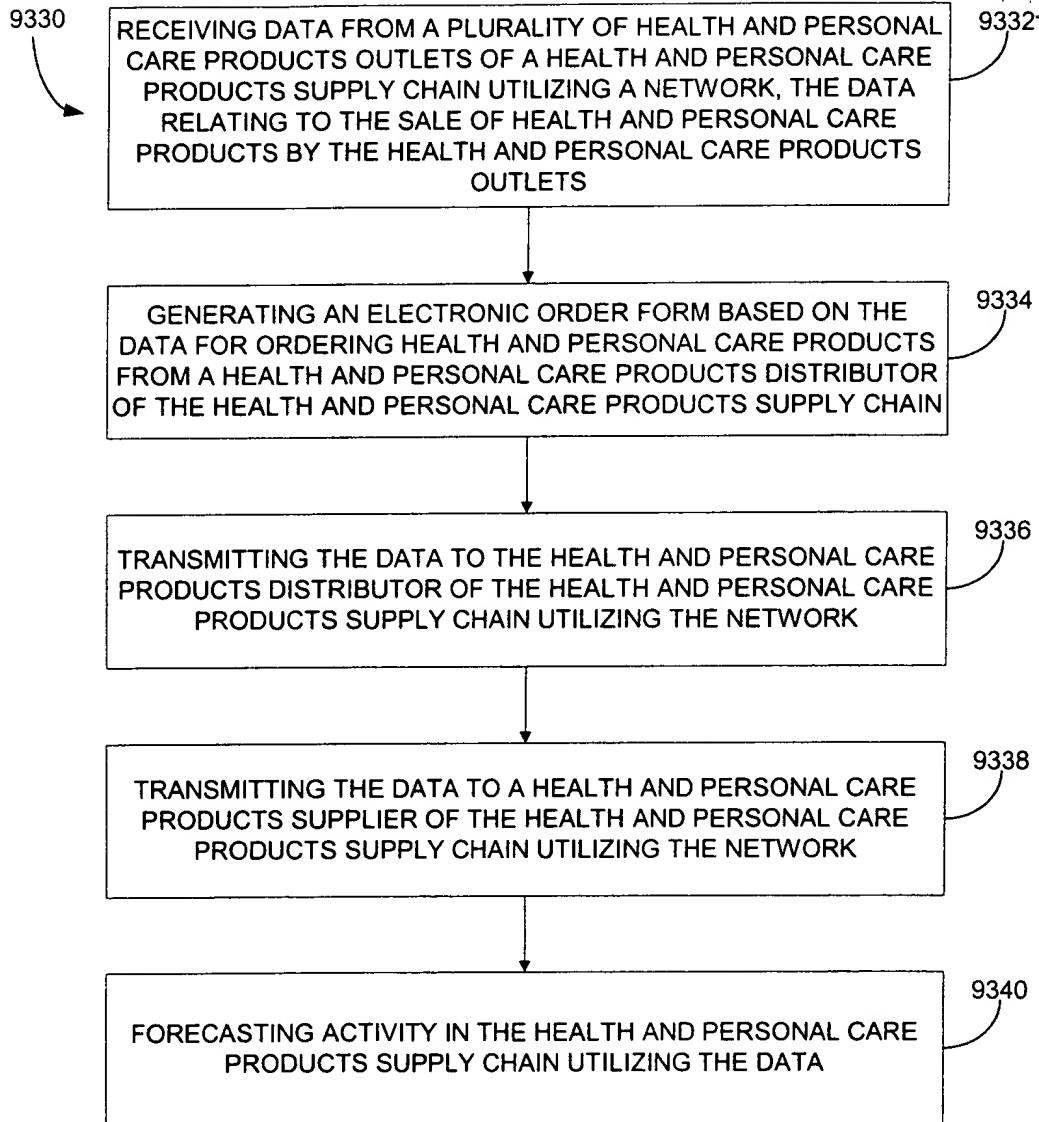


Fig. 91



**FIG. 92**



**FIG. 93**

9430

RECEIVING DATA FROM A PLURALITY OF ELECTRONICS AND APPLIANCES OUTLETS OF AN ELECTRONICS AND APPLIANCES SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF ELECTRONICS AND APPLIANCES BY THE ELECTRONICS AND APPLIANCES OUTLETS

9432

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING ELECTRONICS AND APPLIANCES FROM AN ELECTRONICS AND APPLIANCES DISTRIBUTOR OF THE ELECTRONICS AND APPLIANCES SUPPLY CHAIN

9434

TRANSMITTING THE DATA TO THE ELECTRONICS AND APPLIANCES DISTRIBUTOR OF THE ELECTRONICS AND APPLIANCES SUPPLY CHAIN UTILIZING THE NETWORK

9436

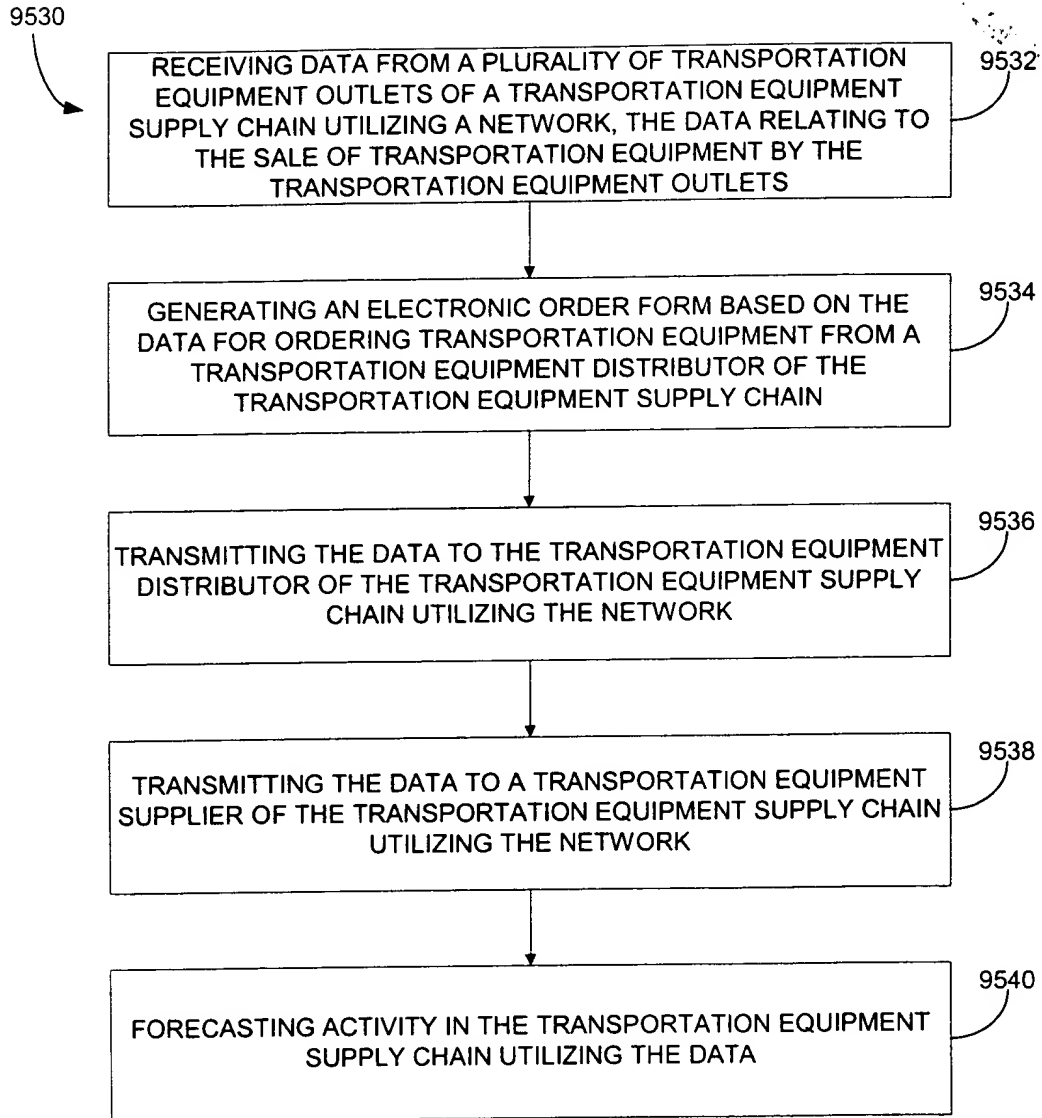
TRANSMITTING THE DATA TO AN ELECTRONICS AND APPLIANCES SUPPLIER OF THE ELECTRONICS AND APPLIANCES SUPPLY CHAIN UTILIZING THE NETWORK

9438

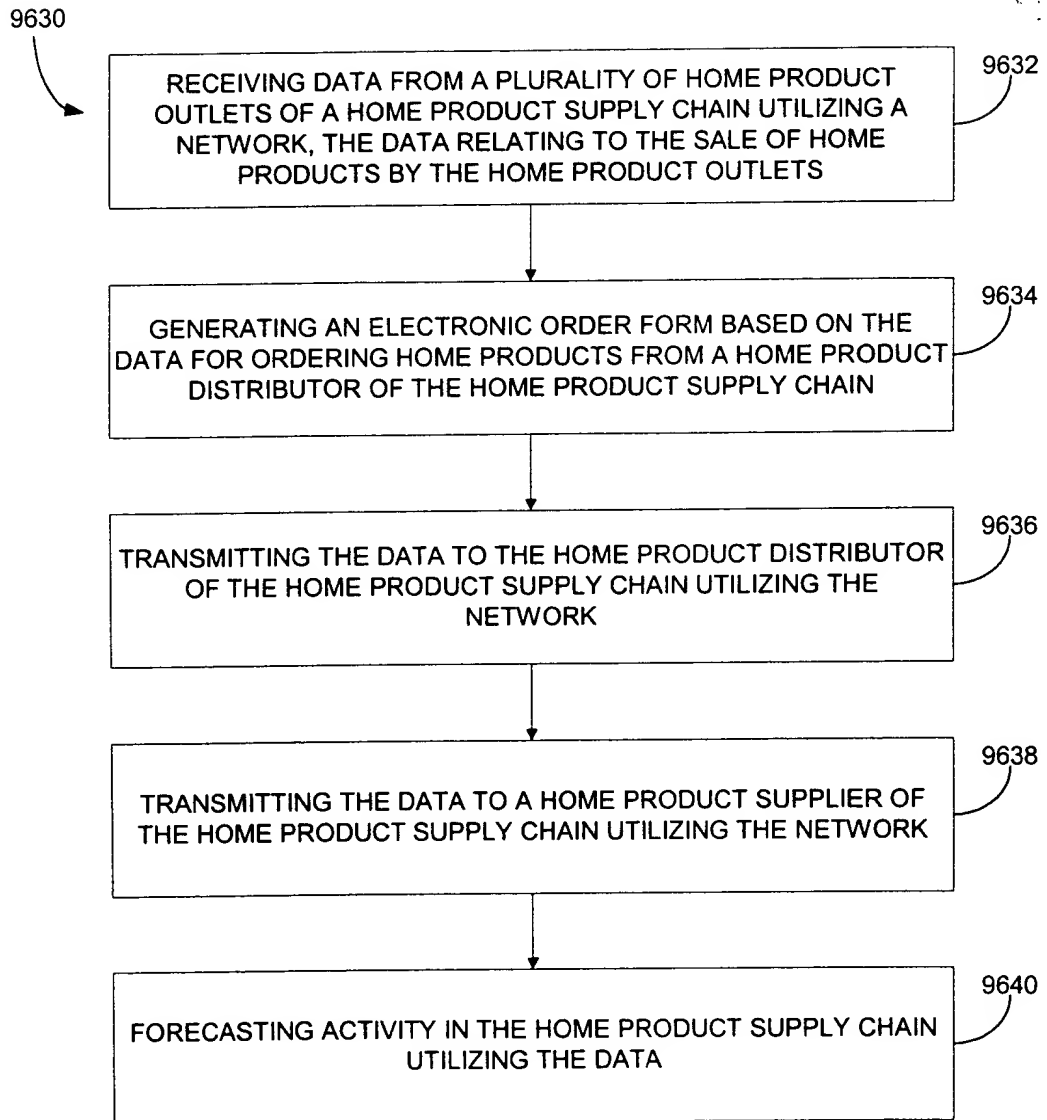
FORECASTING ACTIVITY IN THE ELECTRONICS AND APPLIANCES SUPPLY CHAIN UTILIZING THE DATA

9440

**FIG. 94**

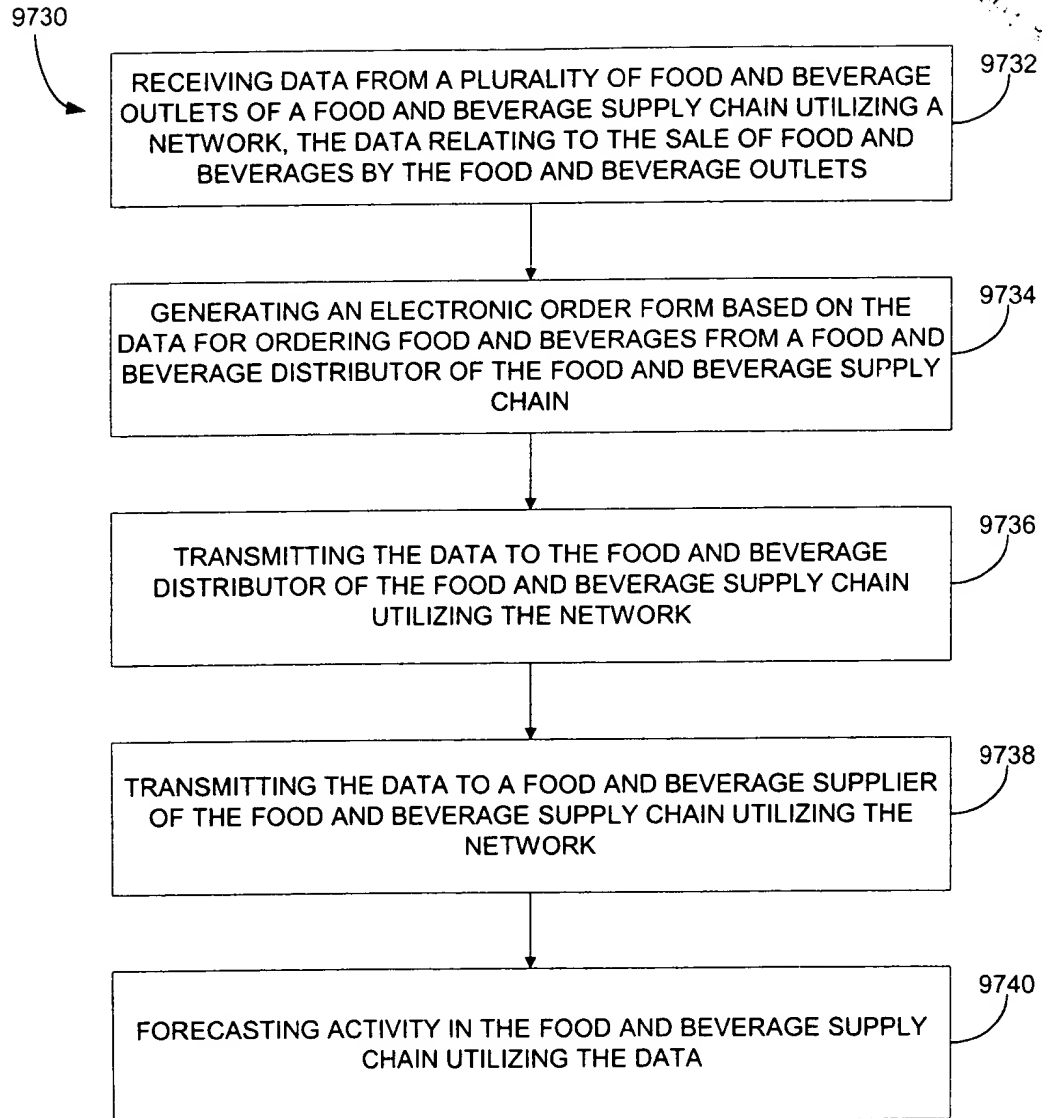


**FIG. 95**



**FIG. 96**





**FIG. 97**

9830

RECEIVING DATA FROM A PLURALITY OF MACHINERY OUTLETS  
OF A MACHINERY SUPPLY CHAIN UTILIZING A NETWORK, THE  
DATA RELATING TO THE SALE OF MACHINERY BY THE  
MACHINERY OUTLETS

9832

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE  
DATA FOR ORDERING MACHINERY FROM A MACHINERY  
DISTRIBUTOR OF THE MACHINERY SUPPLY CHAIN

9834

TRANSMITTING THE DATA TO THE MACHINERY DISTRIBUTOR OF  
THE MACHINERY SUPPLY CHAIN UTILIZING THE NETWORK

9836

TRANSMITTING THE DATA TO A MACHINERY SUPPLIER OF THE  
MACHINERY SUPPLY CHAIN UTILIZING THE NETWORK

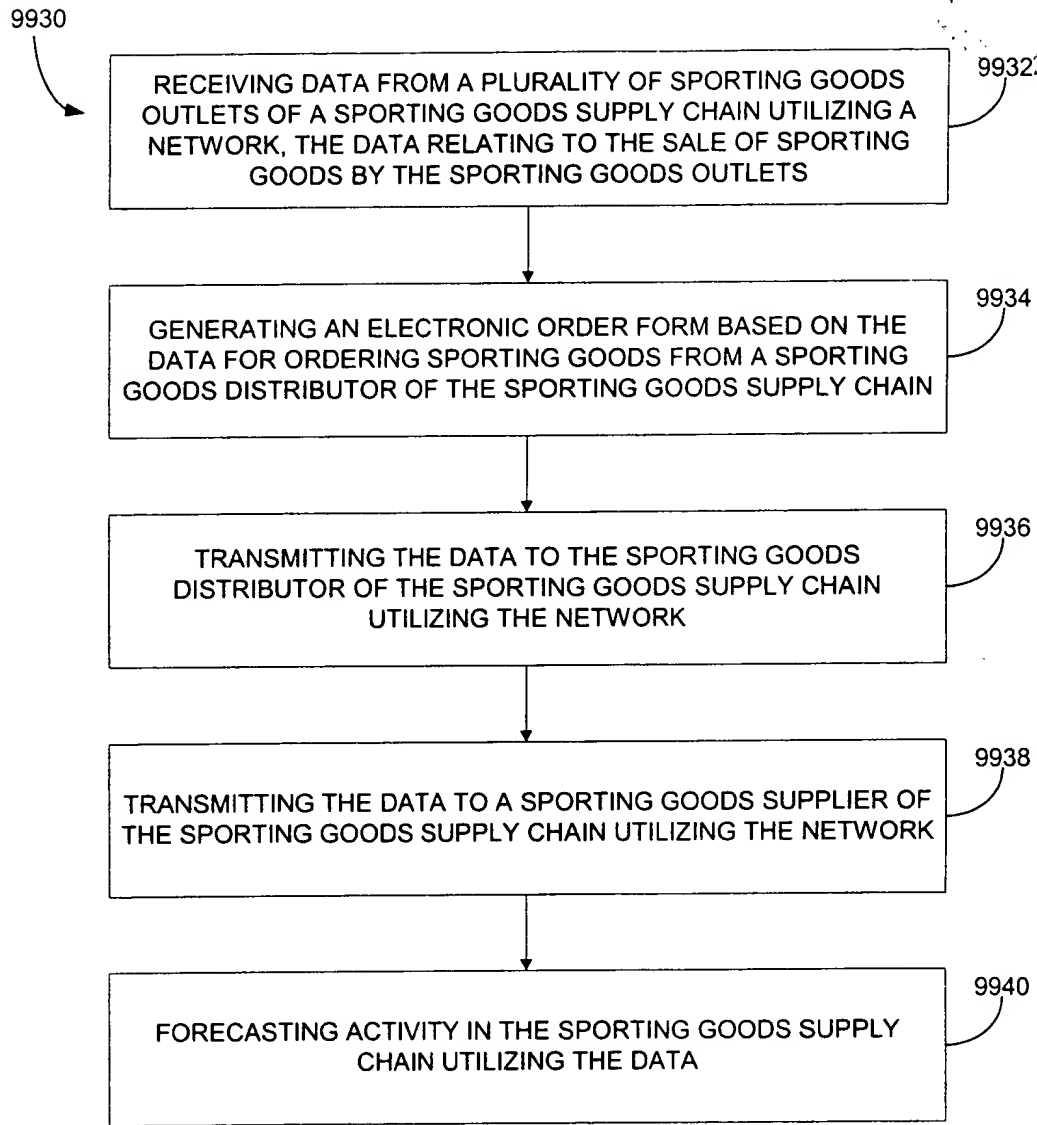
9838

FORECASTING ACTIVITY IN THE MACHINERY SUPPLY CHAIN  
UTILIZING THE DATA

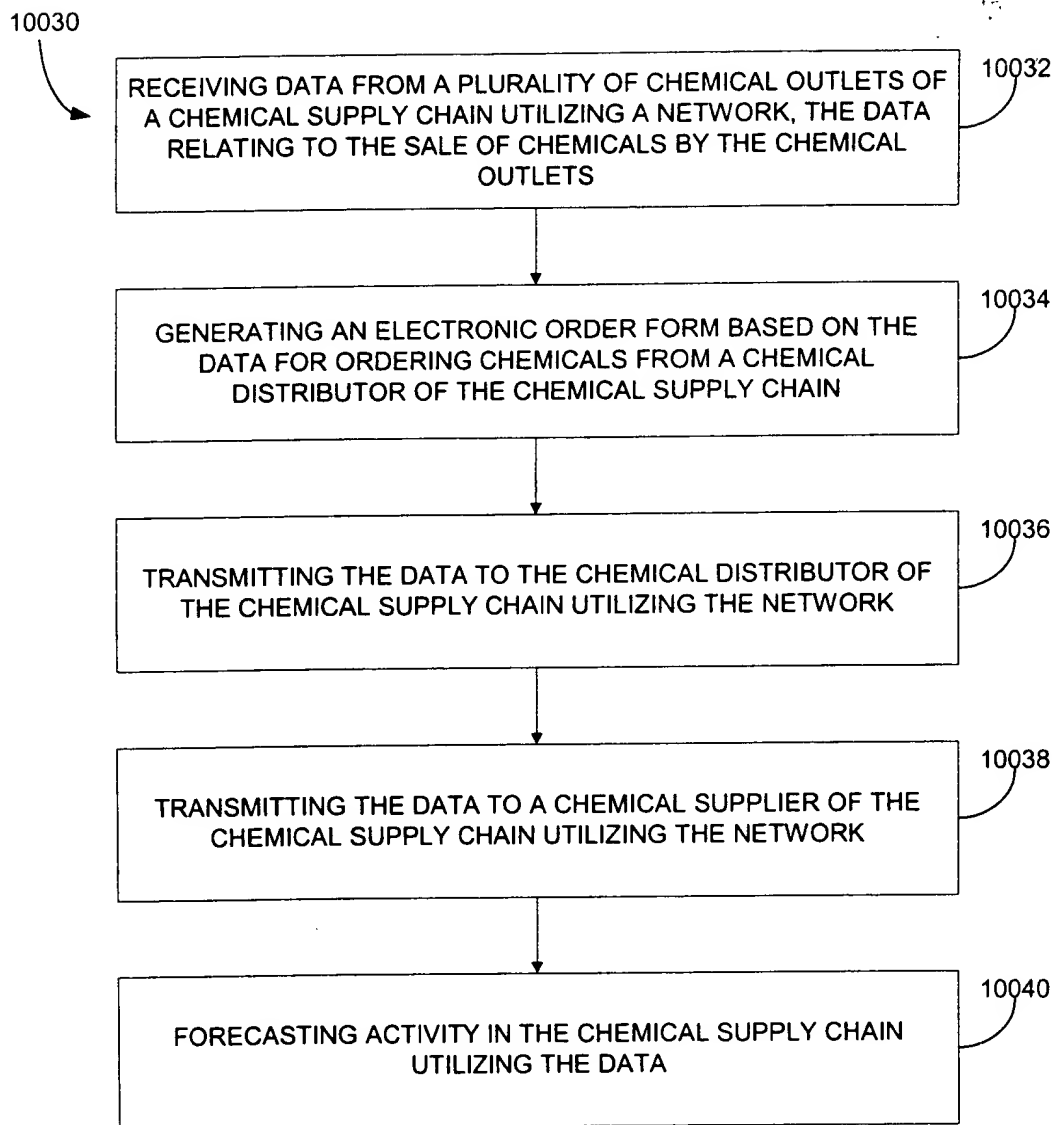
9840

**FIG. 98**

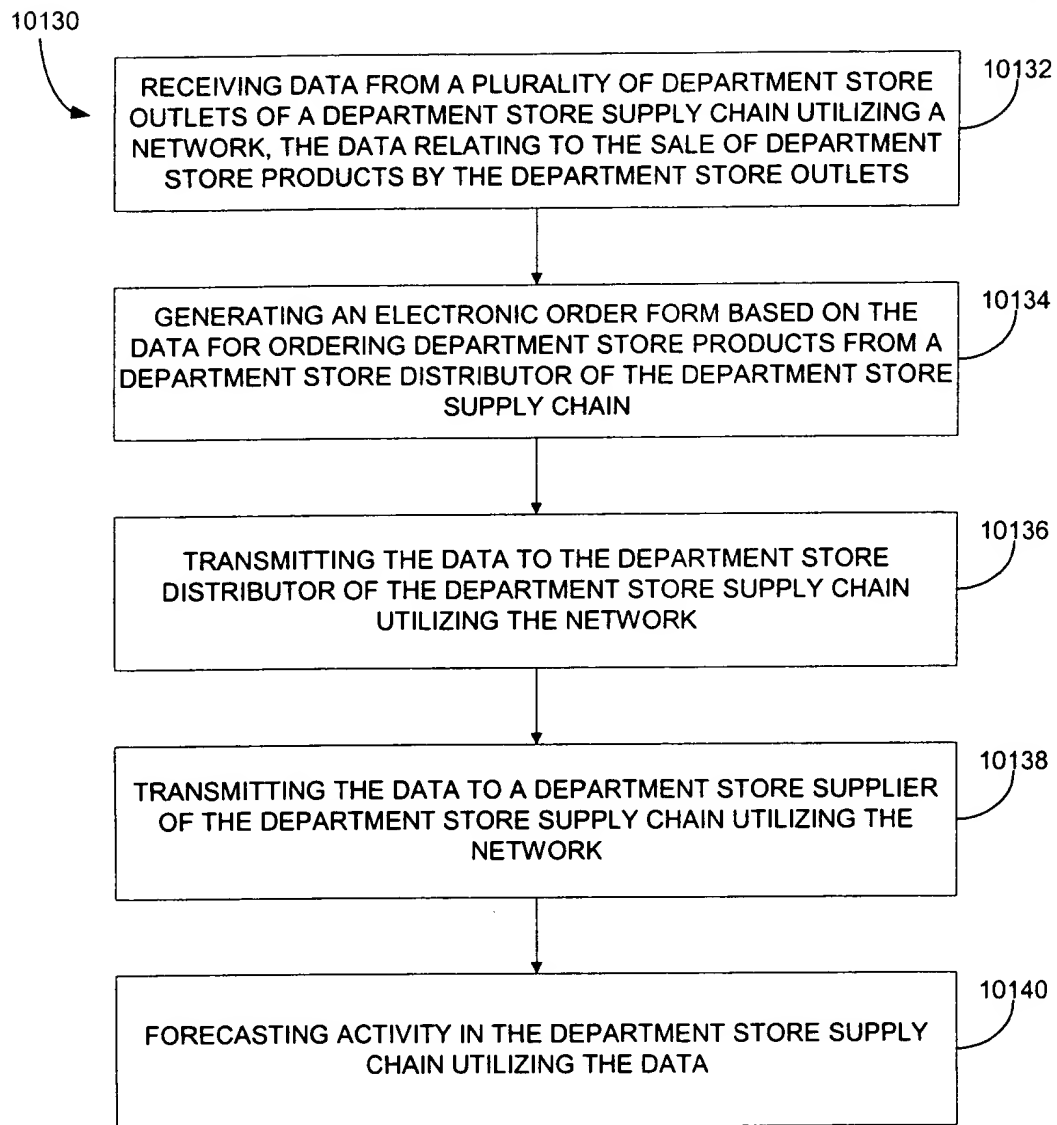
2025-09-16 09:16:00



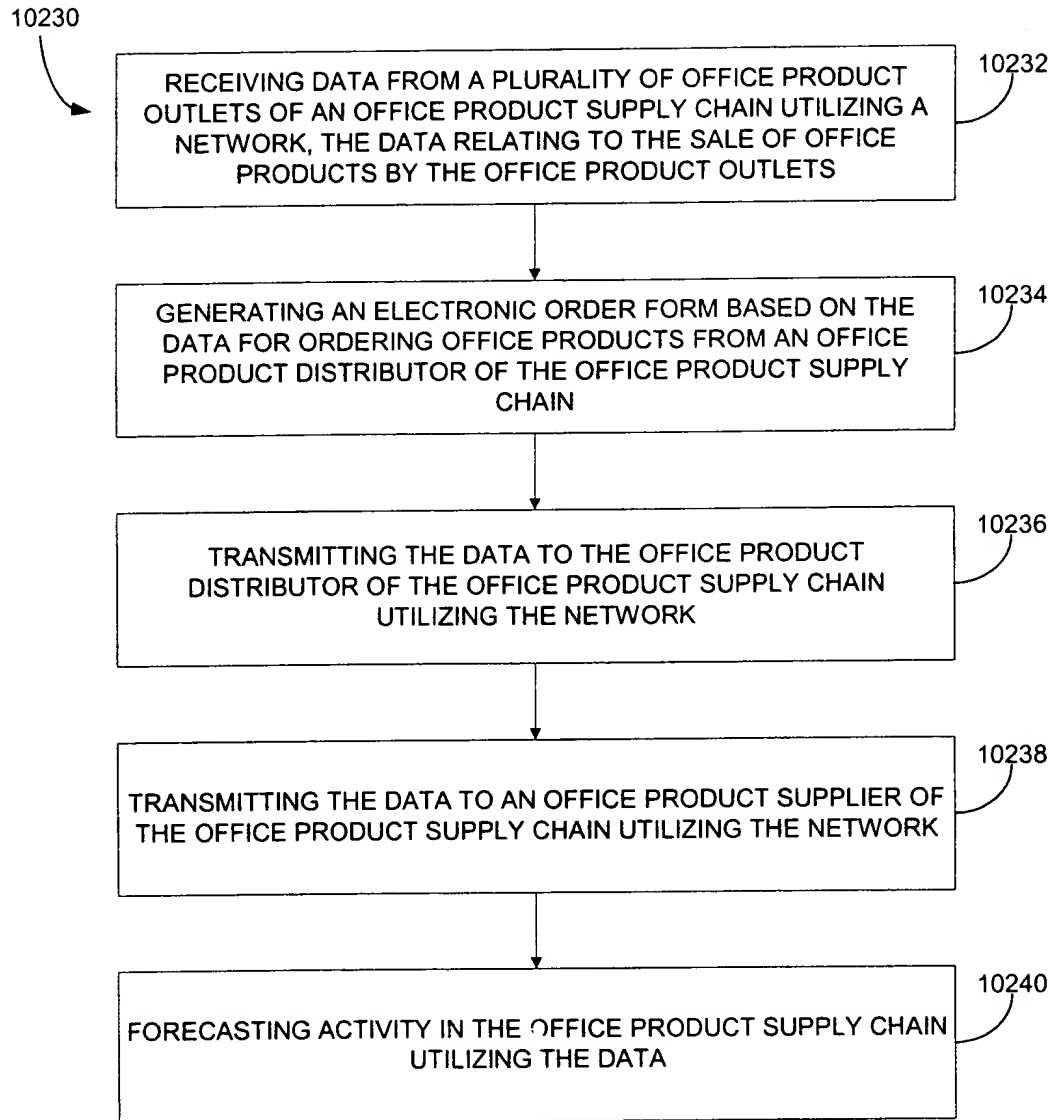
**FIG. 99**



**FIG. 100**

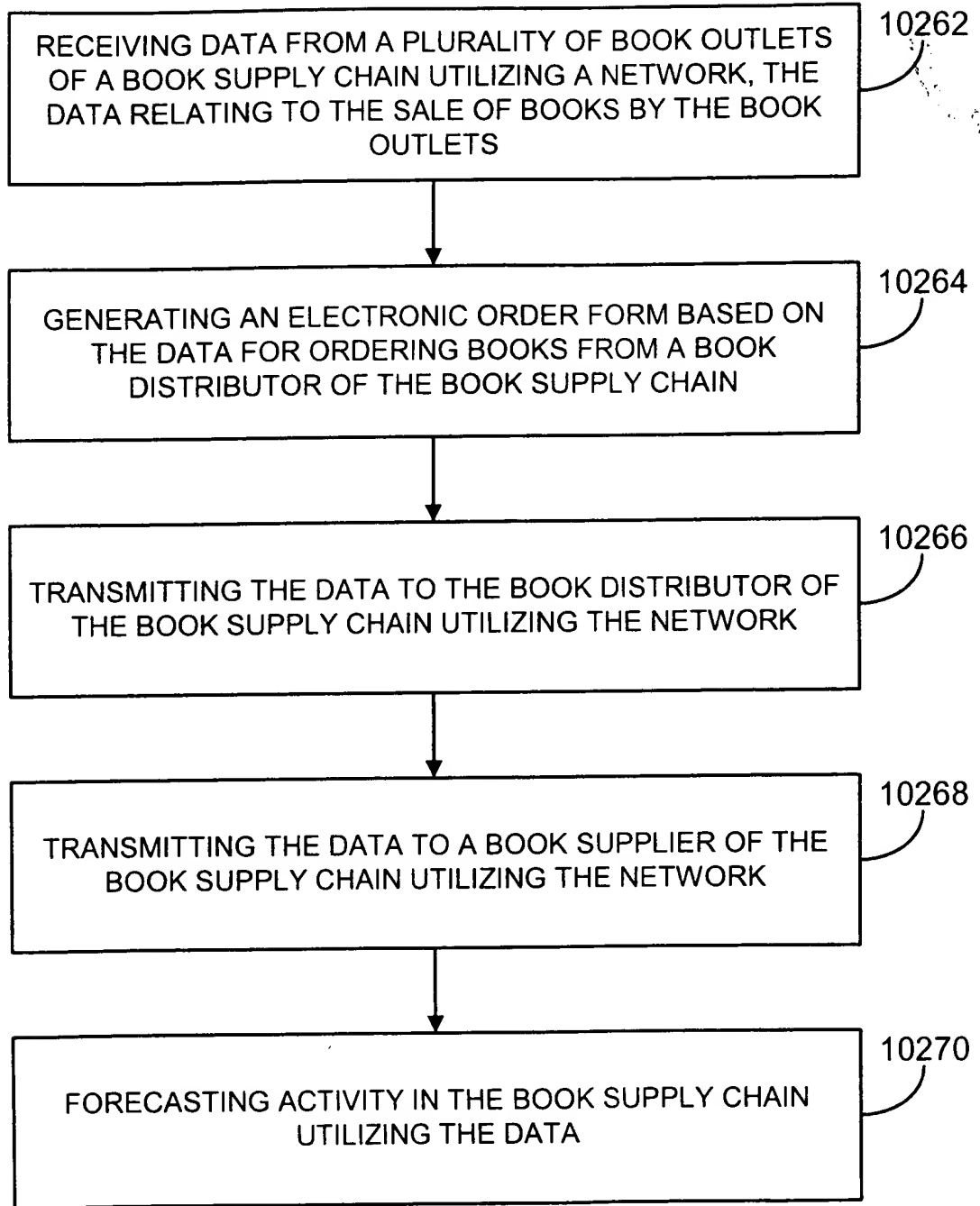


**FIG. 101**



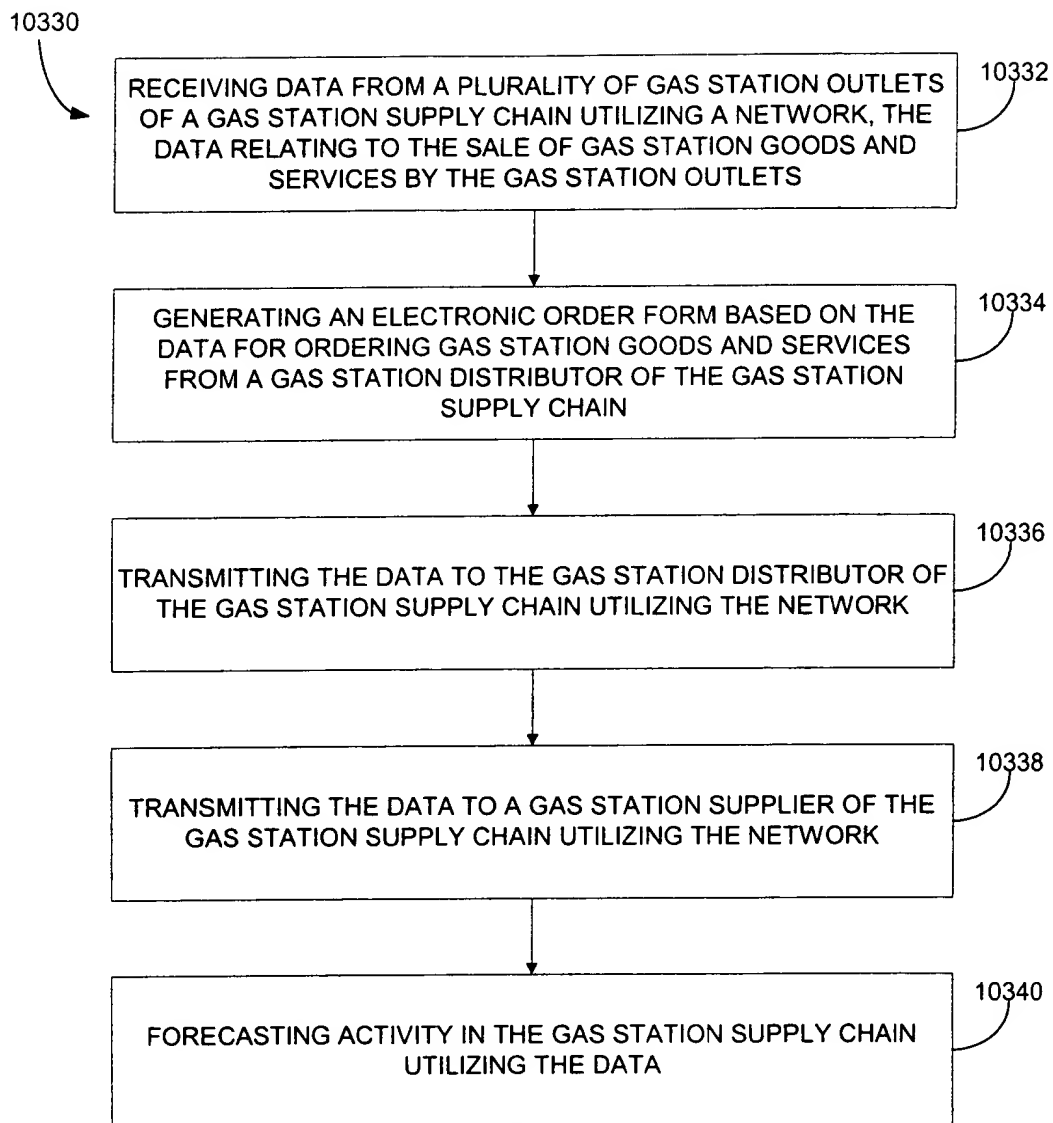
**FIG. 102A**

10260



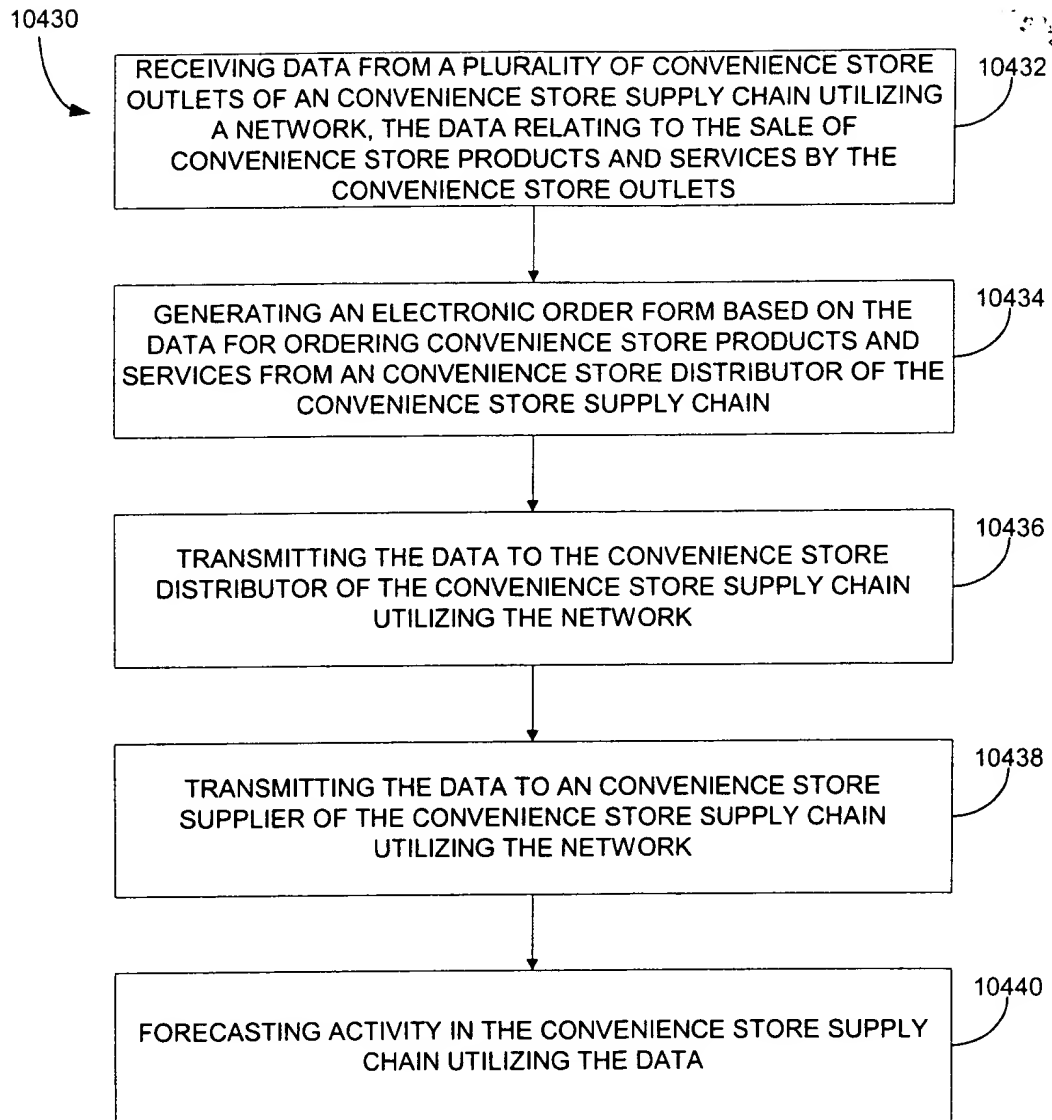
**FIG. 102B**

10330 10332 10334 10336 10338 10340



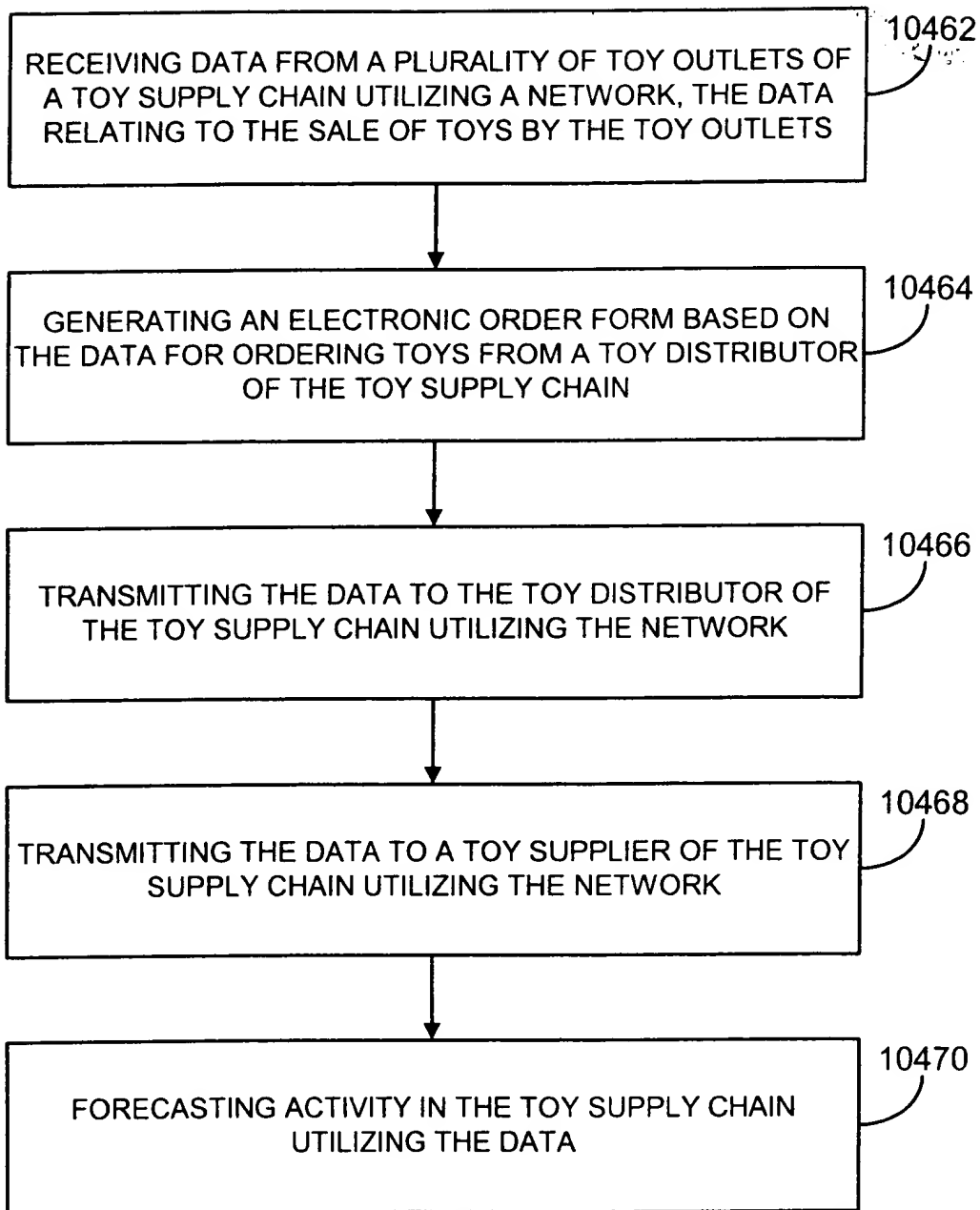
**FIG. 103**



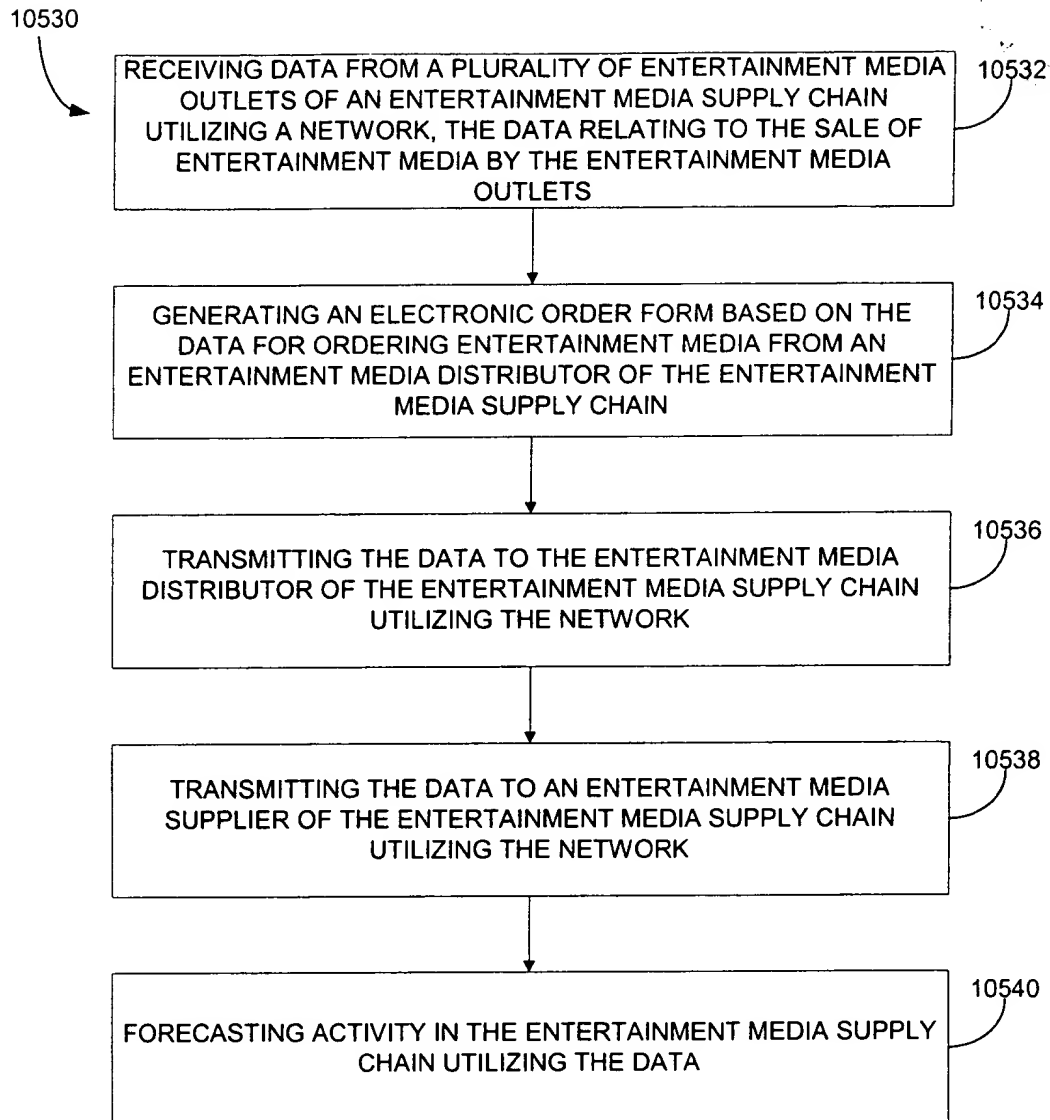


**FIG. 104A**

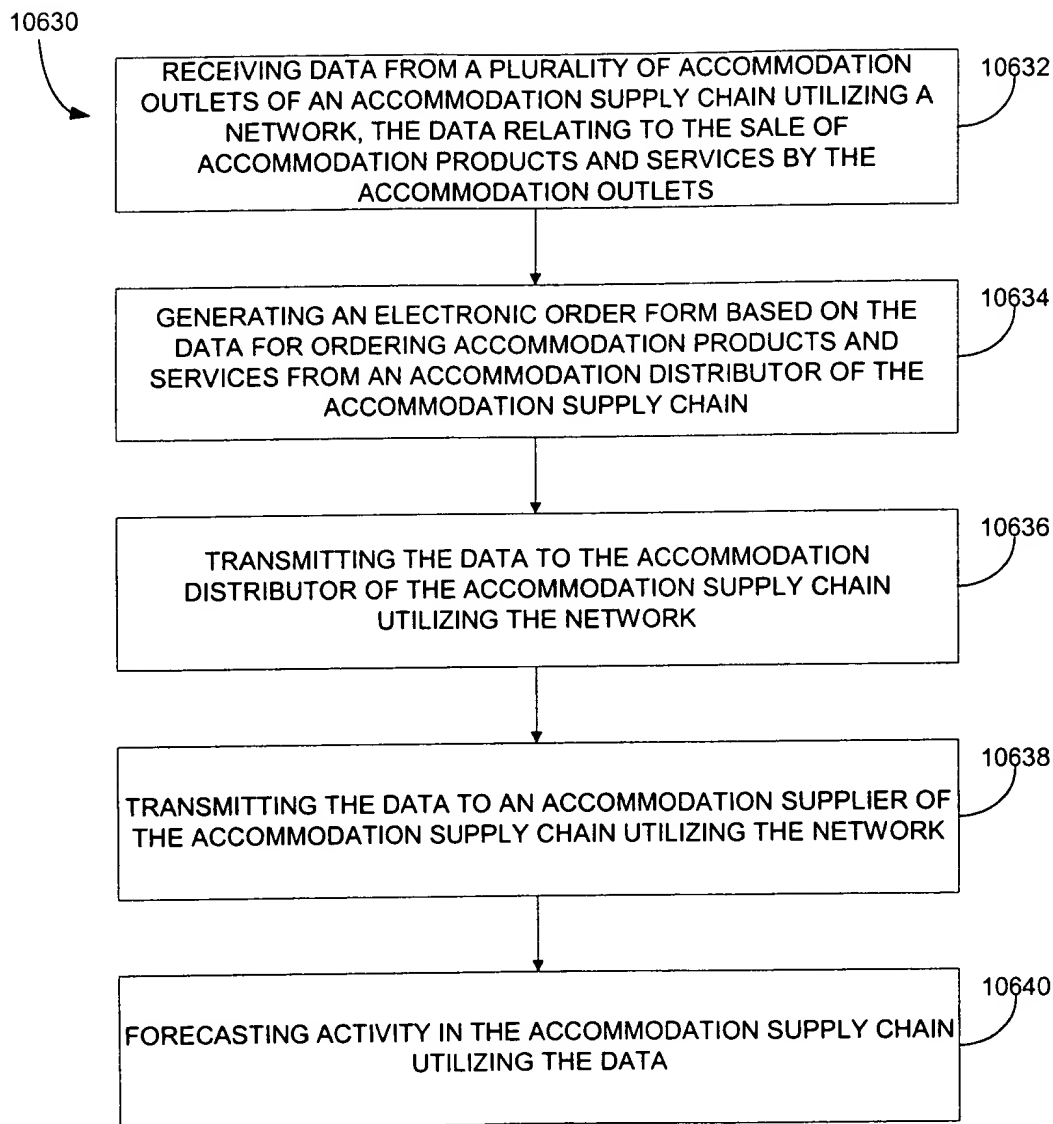
10460



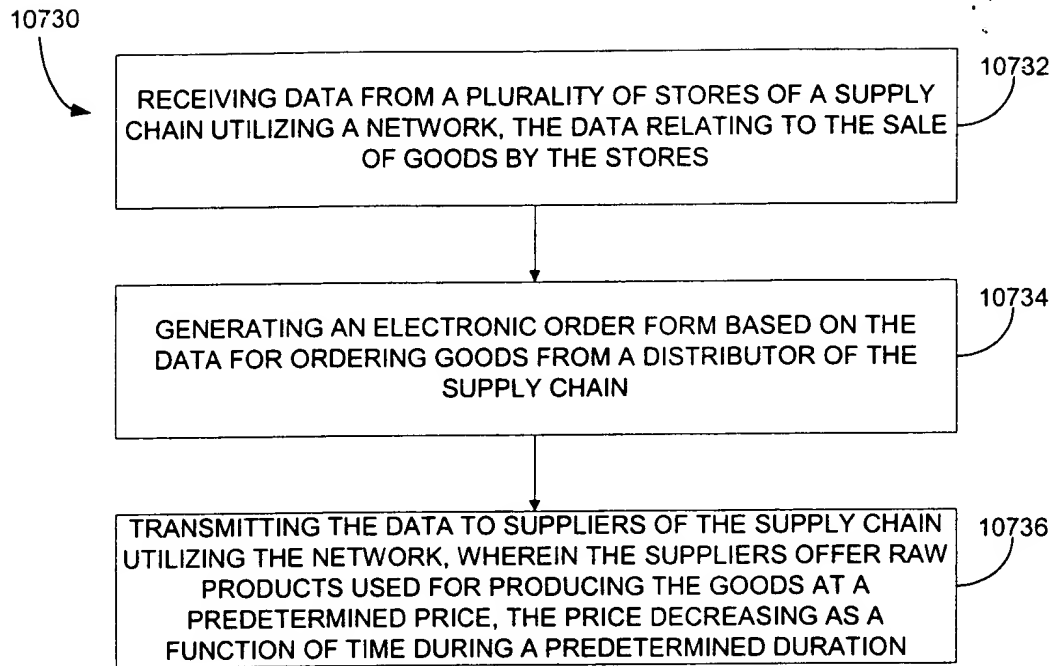
**FIG. 104B**



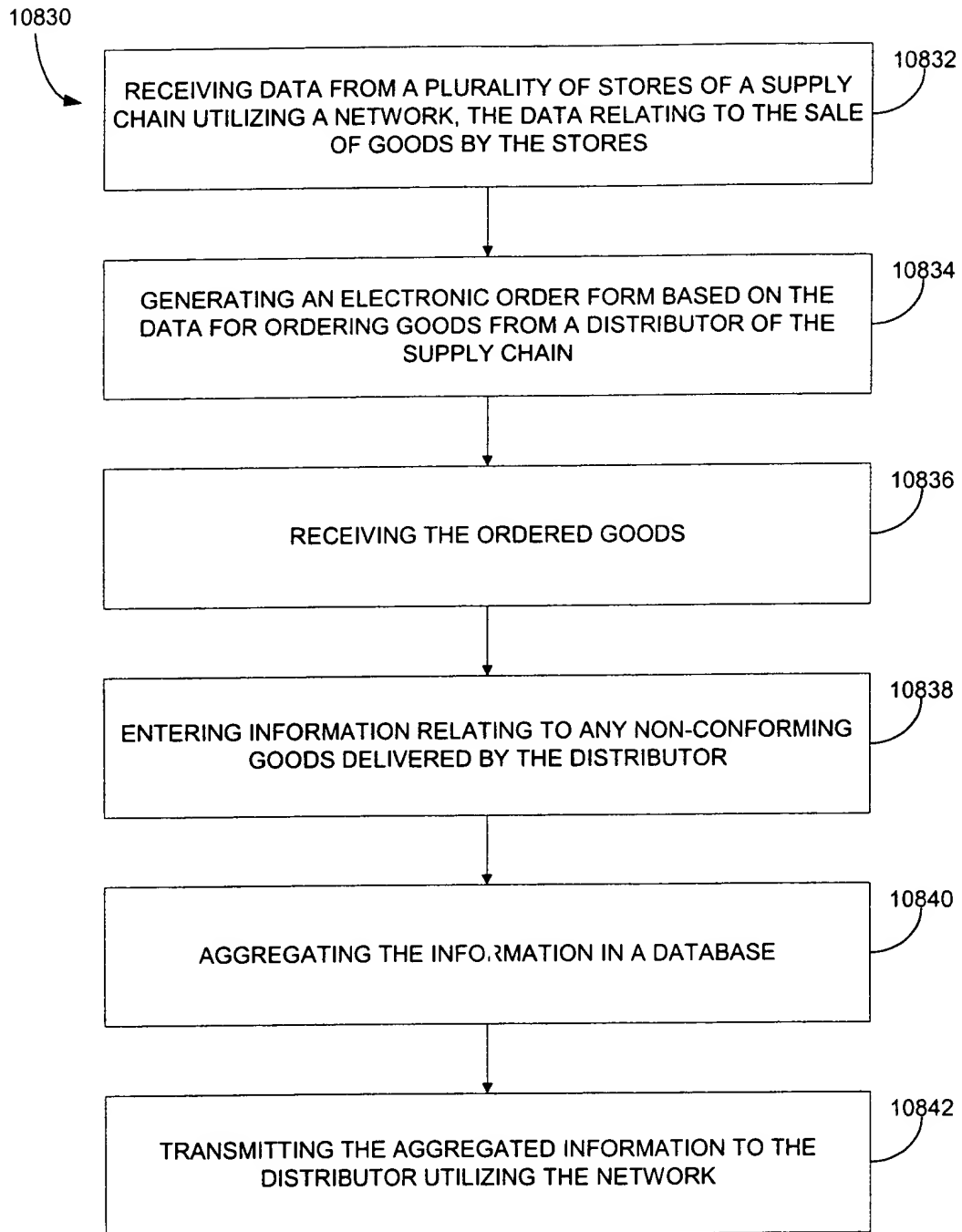
**FIG. 105**



**FIG. 106**

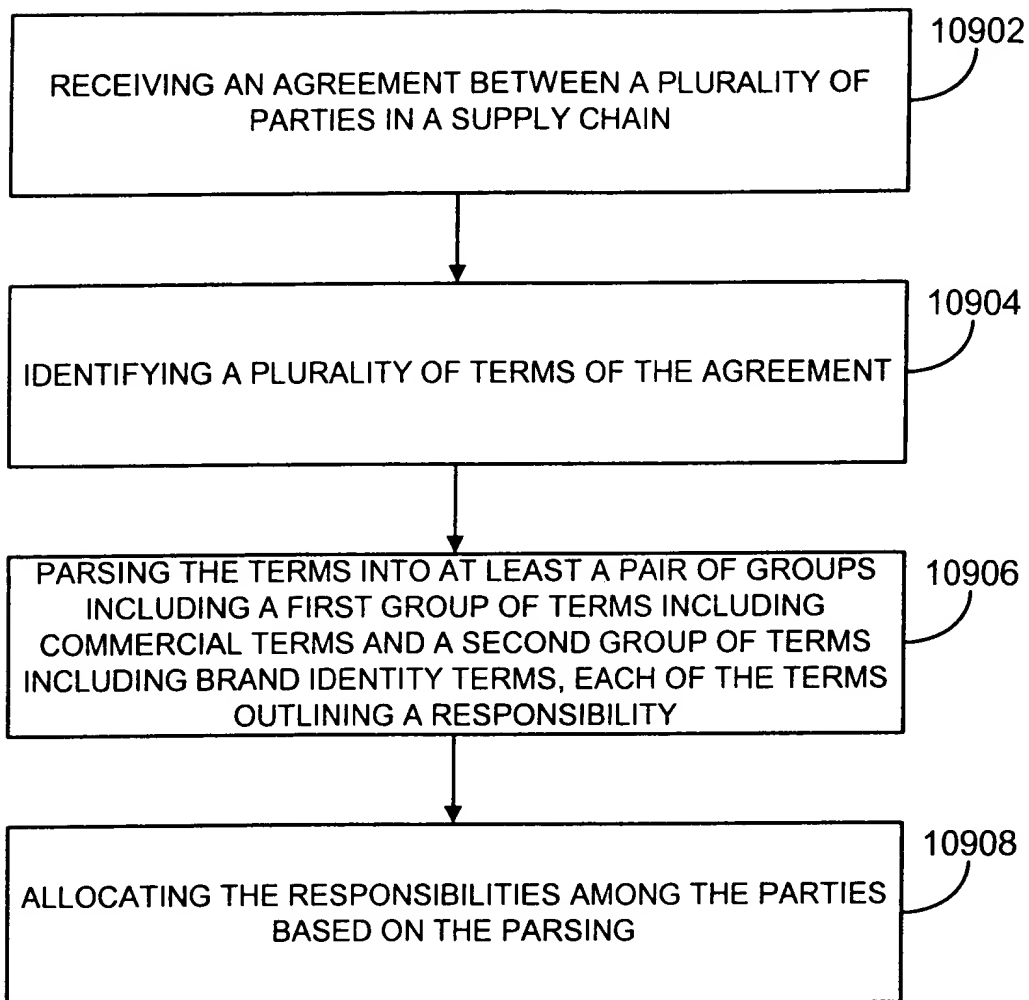


**FIG. 107**



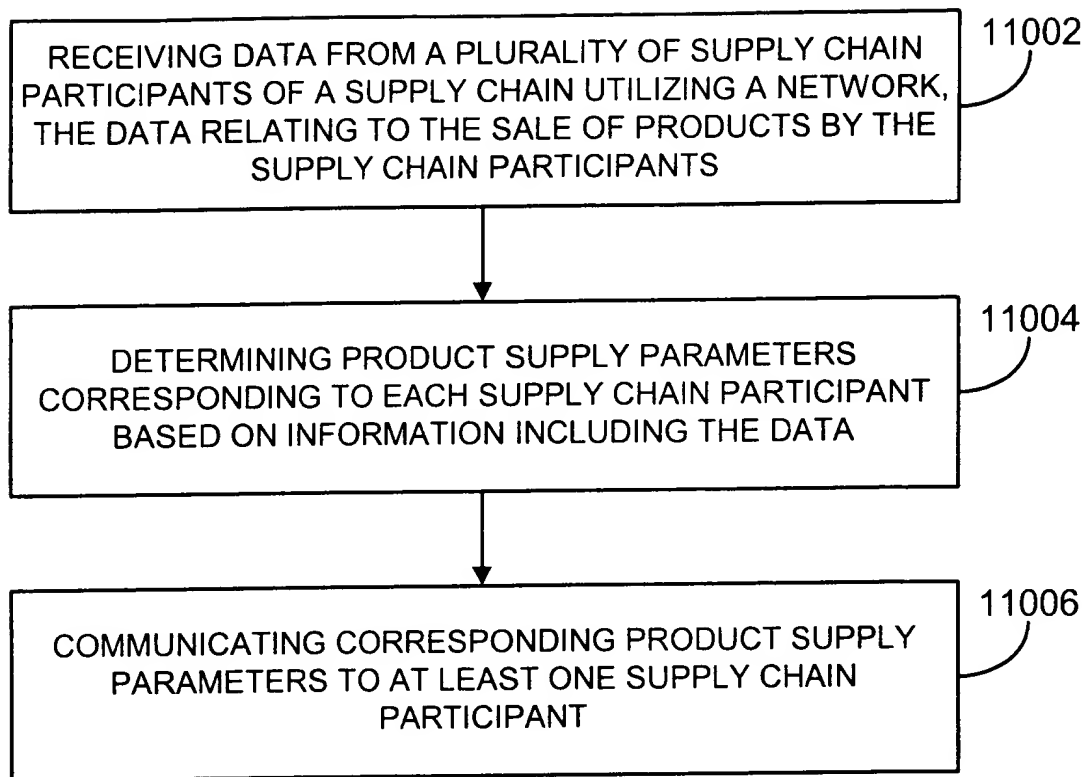
**FIG. 108**

10900



**FIG. 109**

11000



**FIG. 110**



11100



RECEIVING DATA FROM A PLURALITY OF SUPPLY CHAIN PARTICIPANTS UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE SUPPLY CHAIN PARTICIPANTS

11102



DETERMINING RULES TO ENSURE THE INCURRENCE OF MINIMAL COSTS TO THE SUPPLY CHAIN PARTICIPANTS

11104

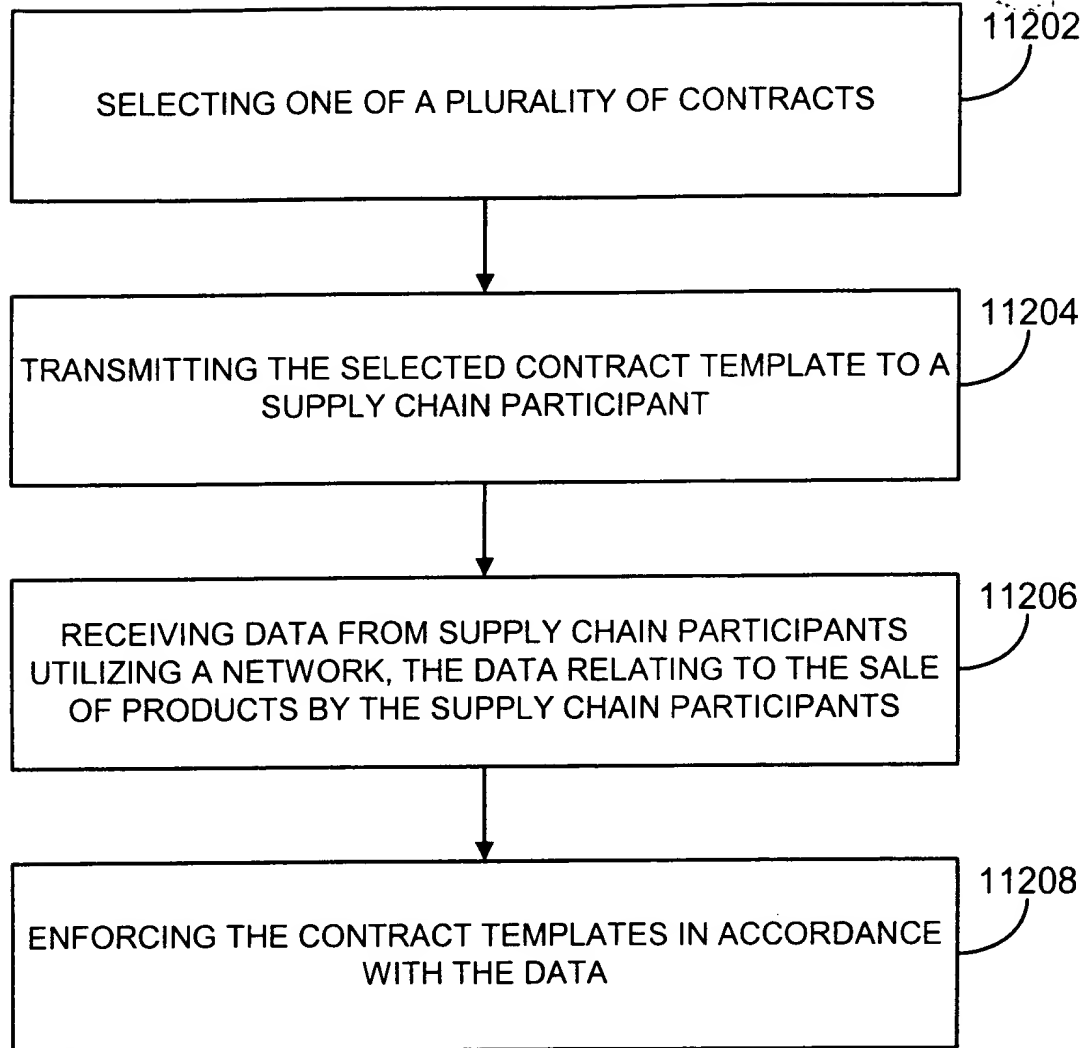


APPLYING THE RULES TO ENSURE SUPPLY TO THE SUPPLY CHAIN PARTICIPANTS AT MINIMAL COST WITHOUT REQUIRING THE SUPPLY CHAIN MANAGER TO TAKE TITLE TO ANY GOODS

11106

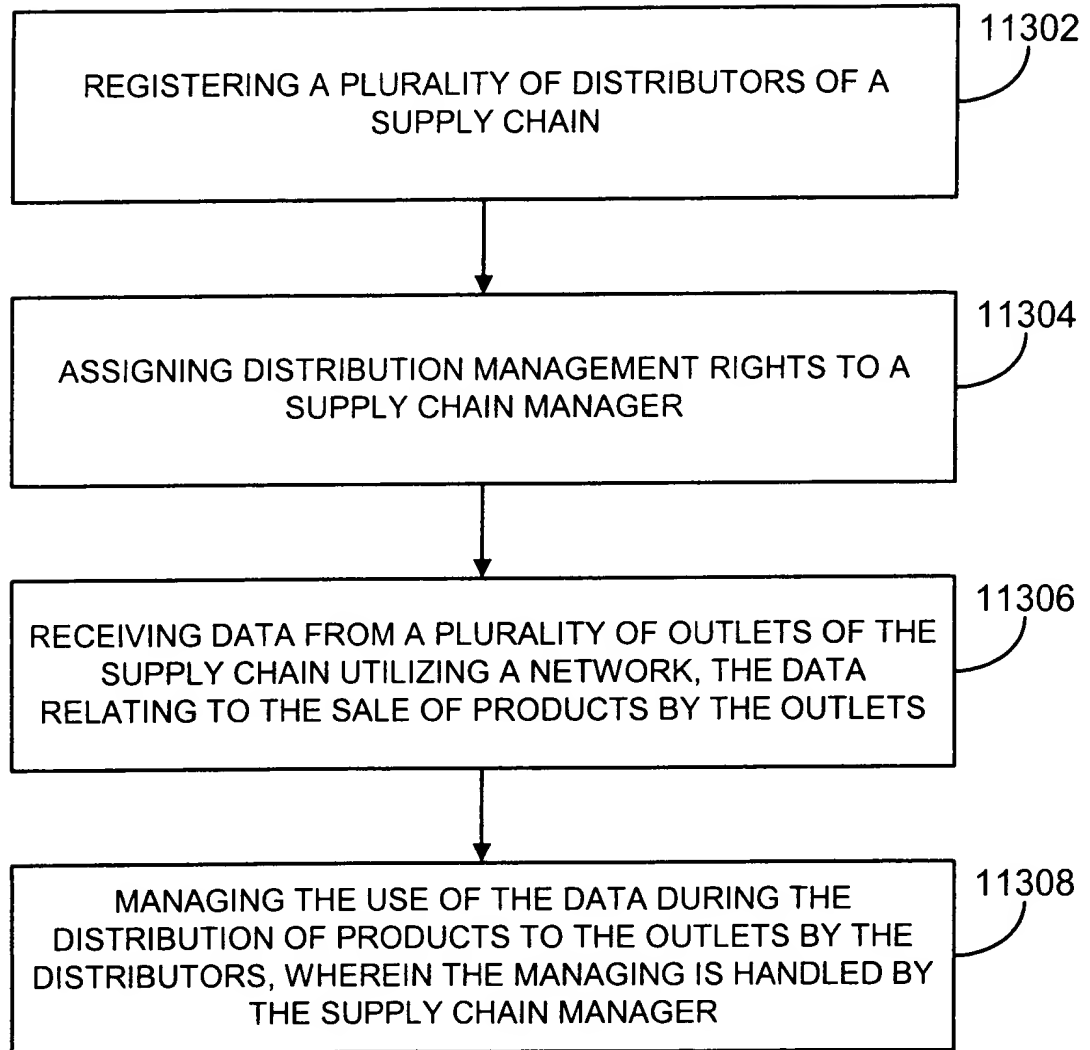
**FIG. 111**

11200



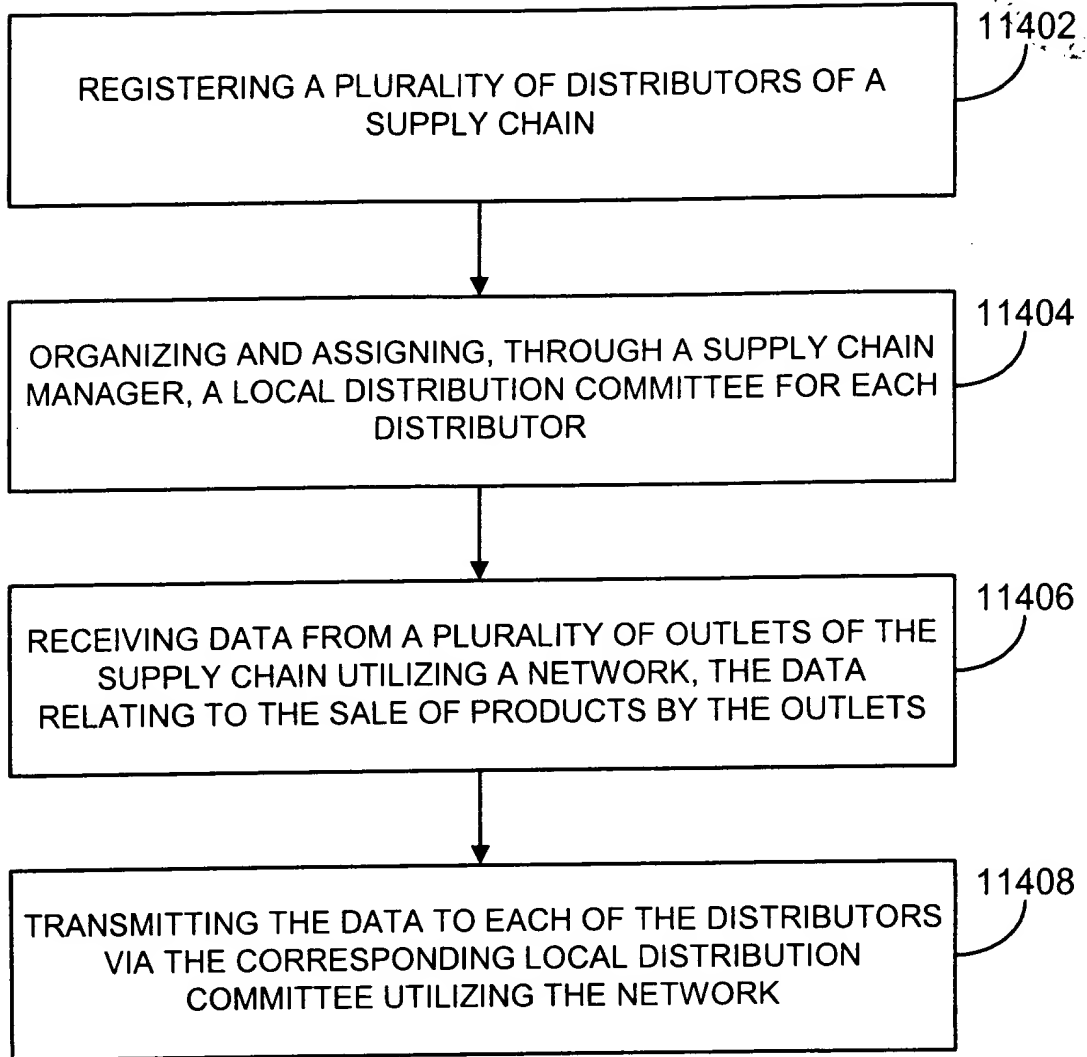
**FIG. 112**

11300



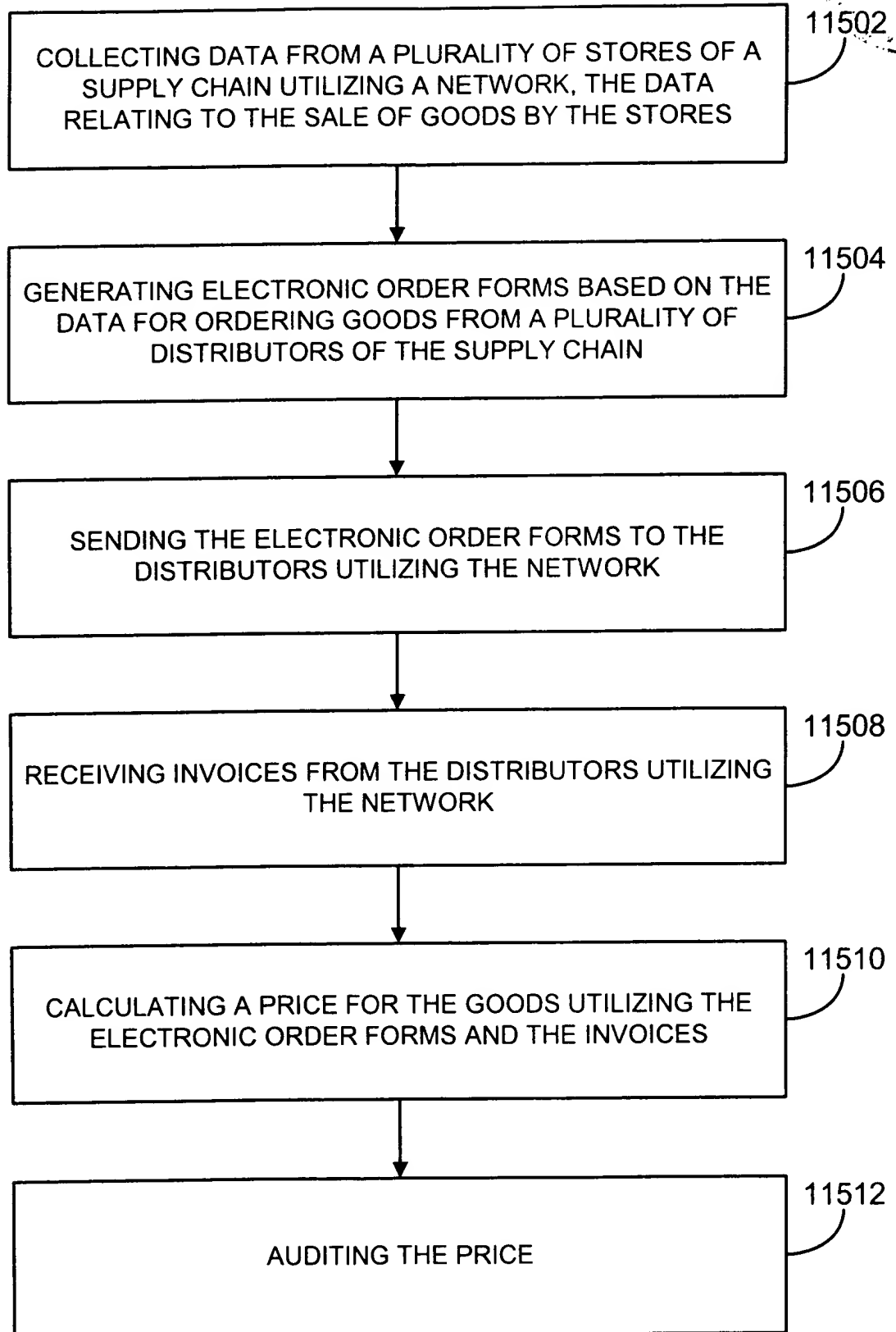
**FIG. 113**

11400



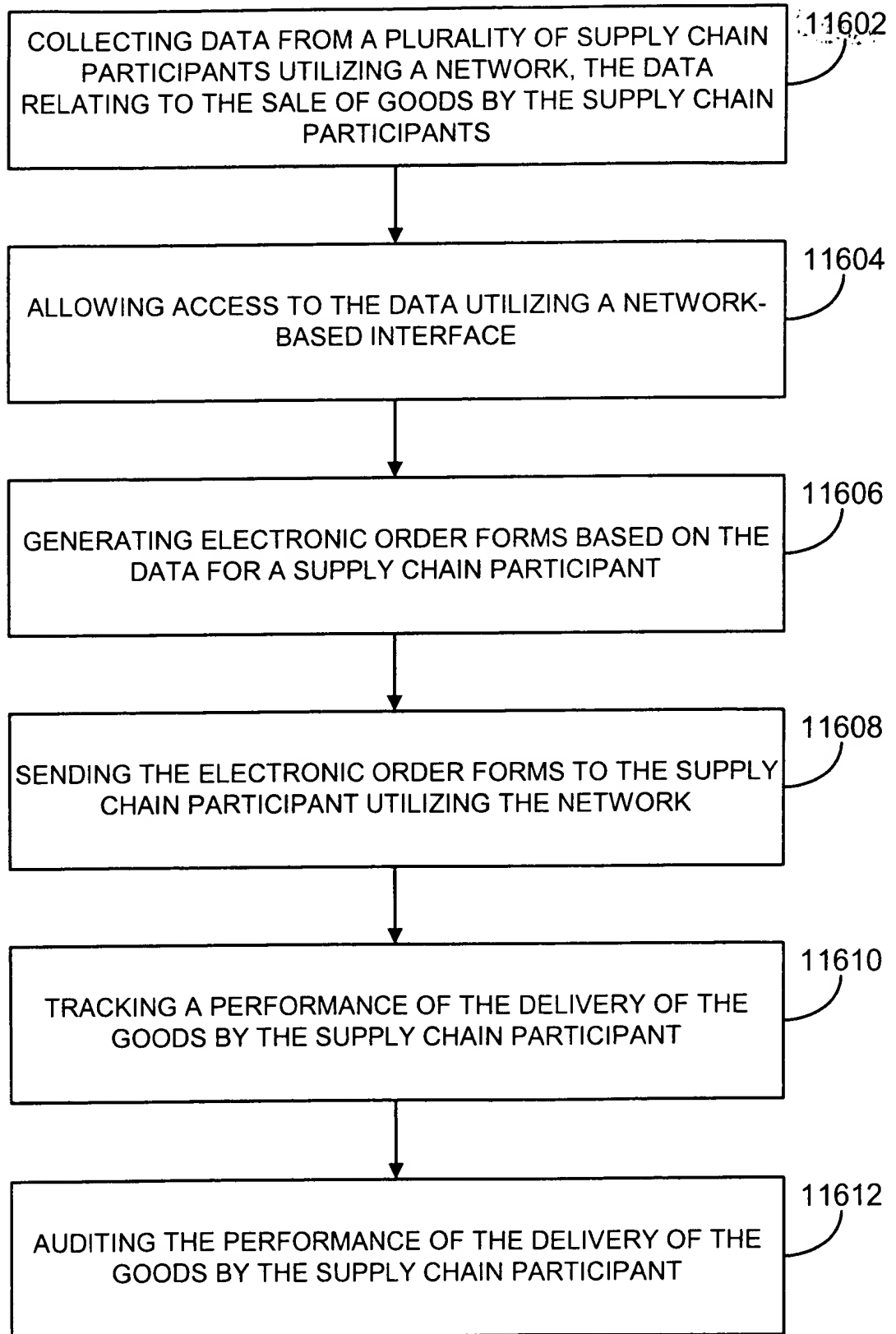
**FIG. 114**

11500



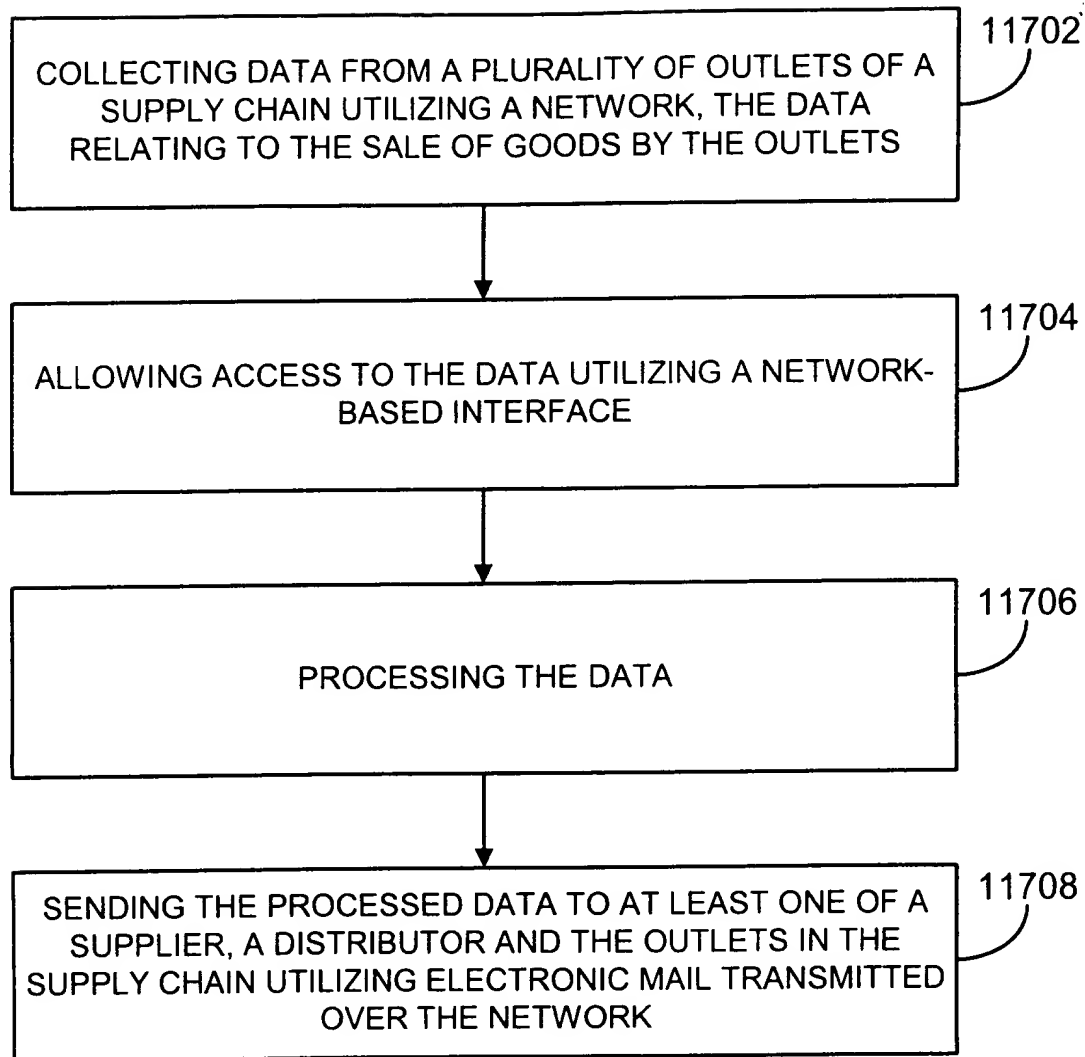
**FIG. 115**

11600



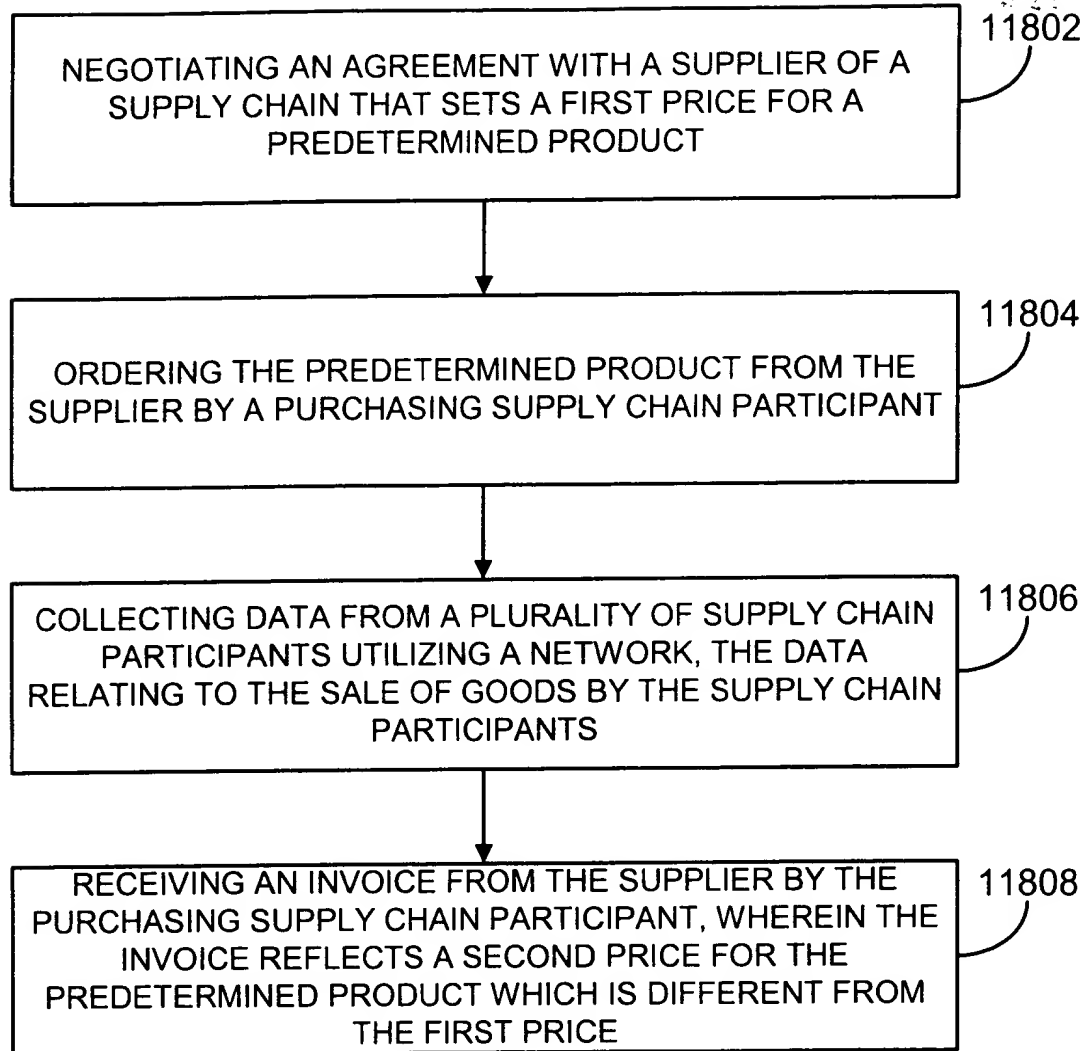
**FIG. 116**

11700



**FIG. 117**

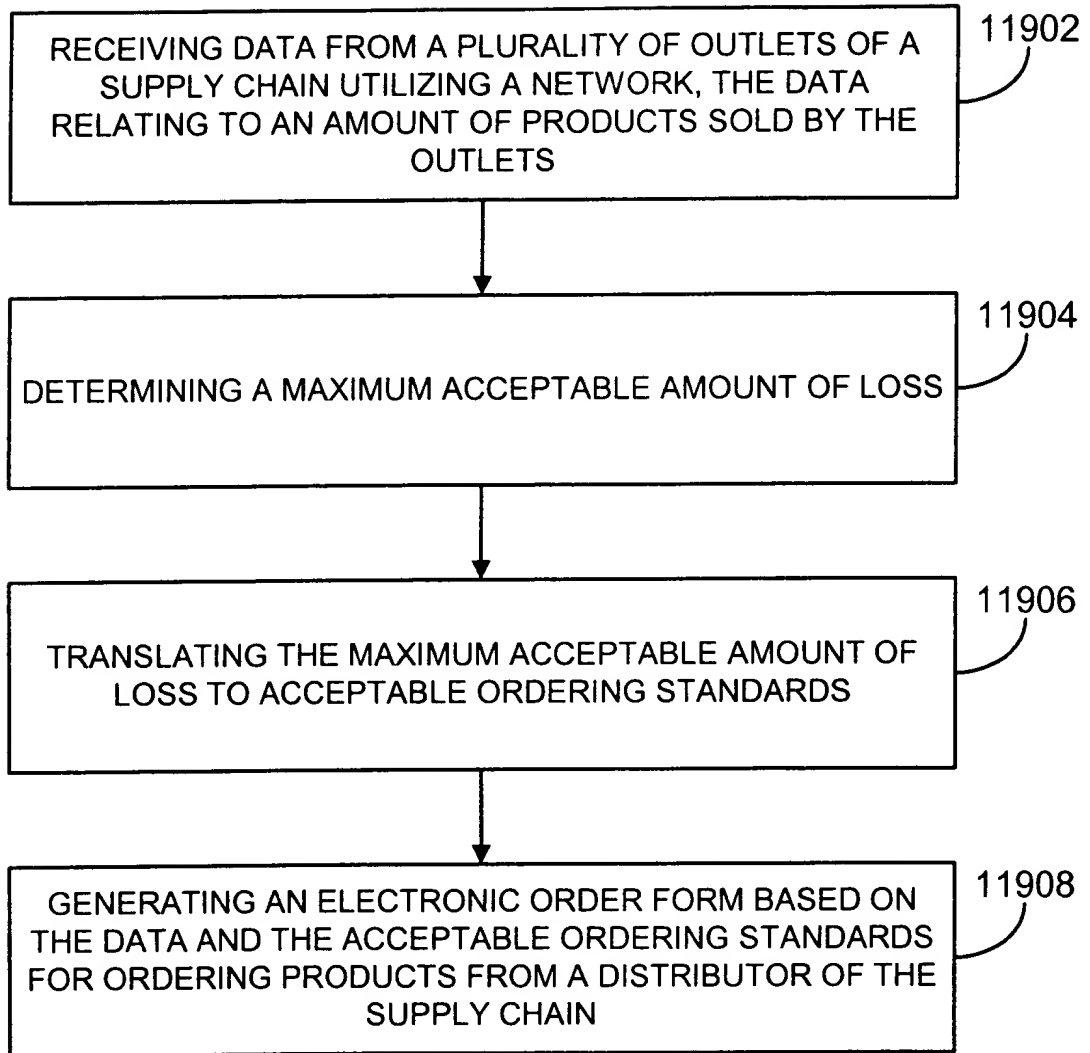
11800



**FIG. 118**

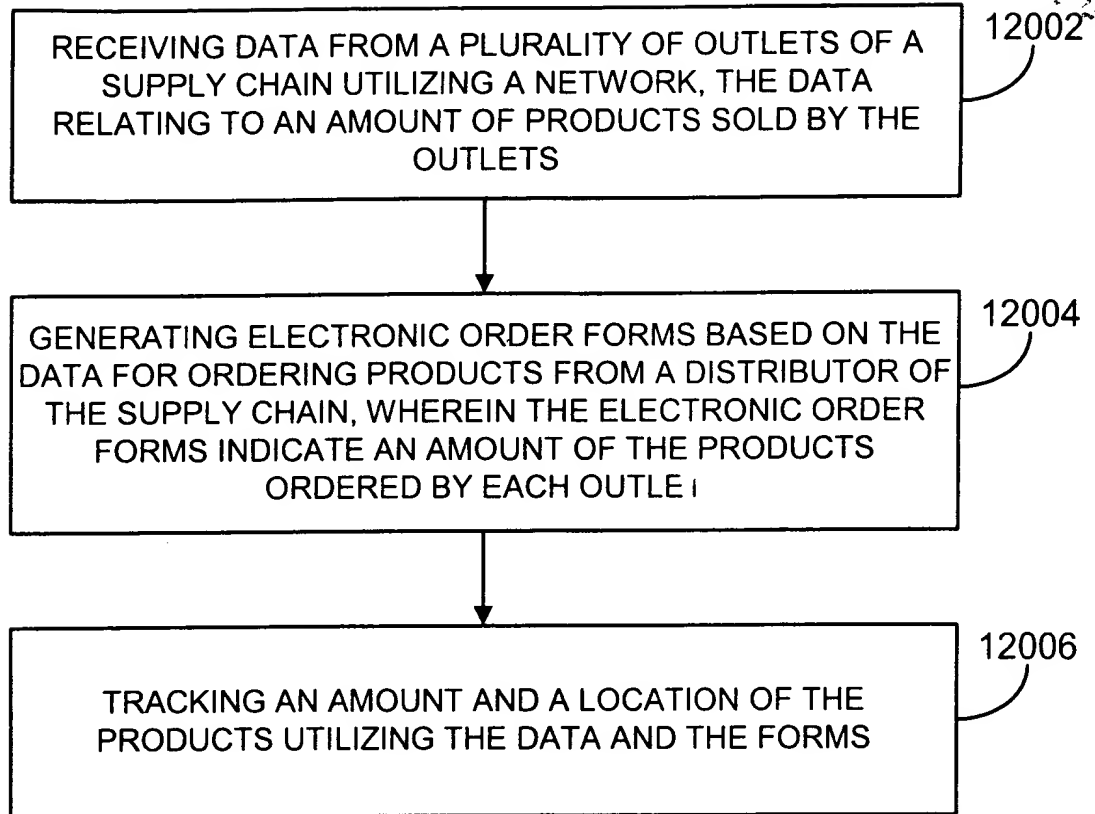


11900



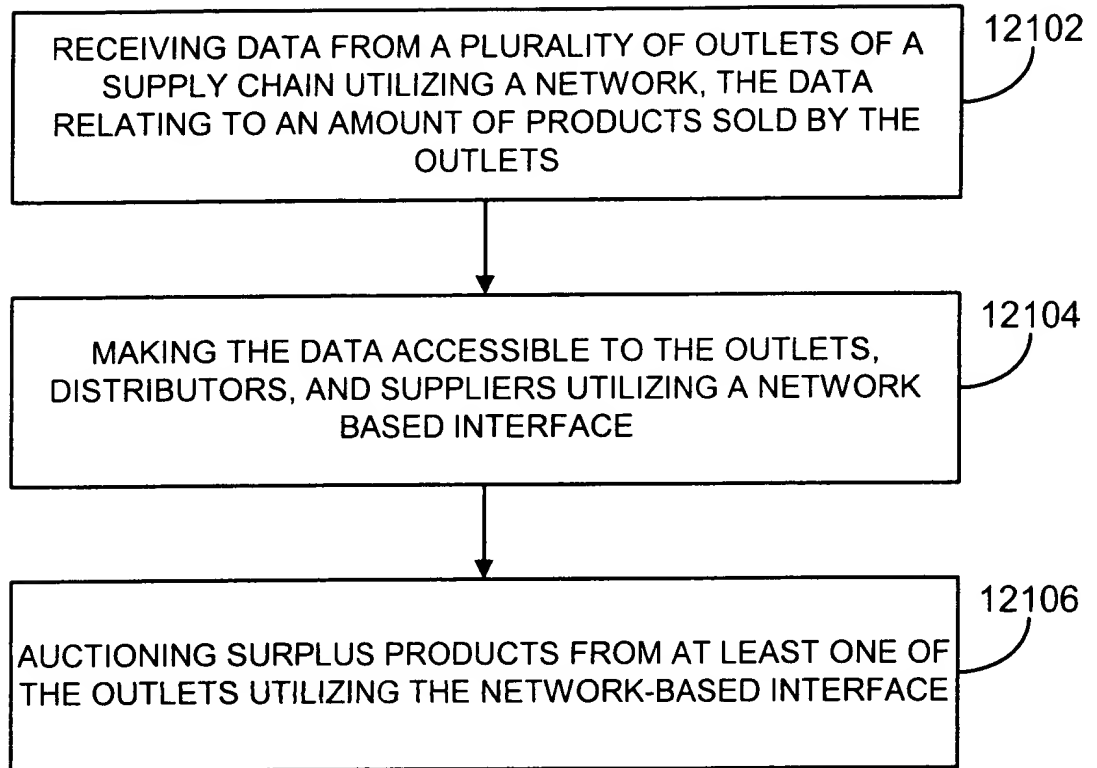
**FIG. 119**

12000



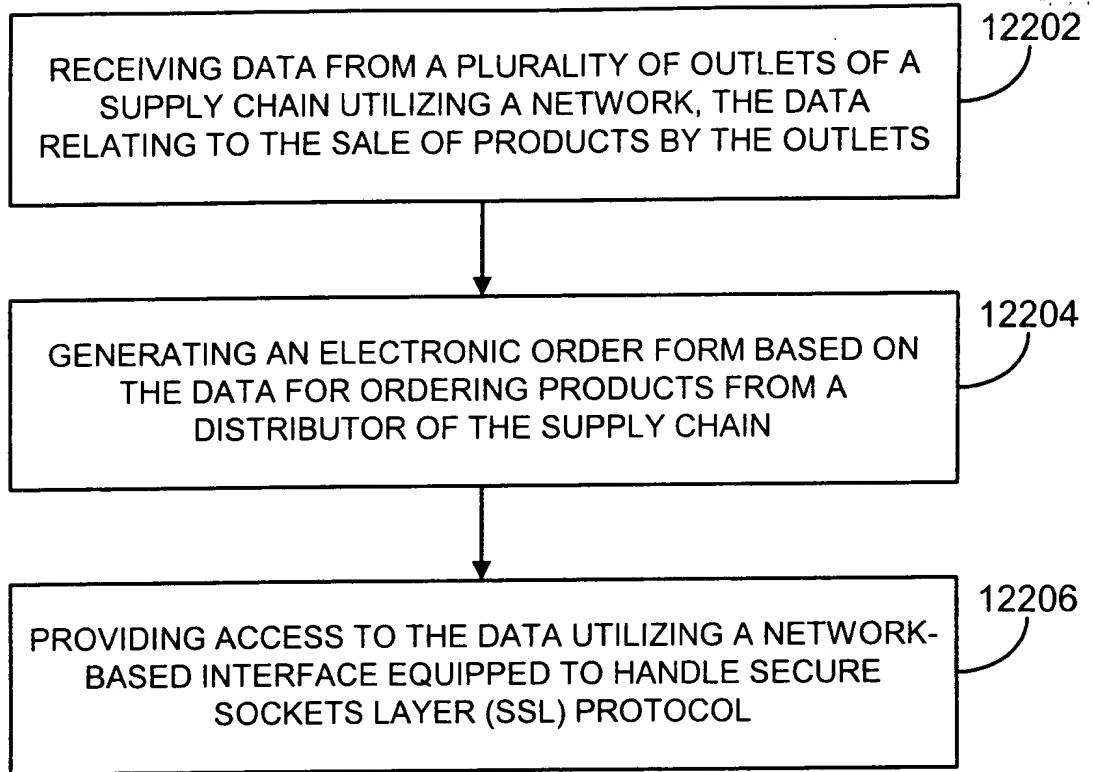
**FIG. 120**

12100



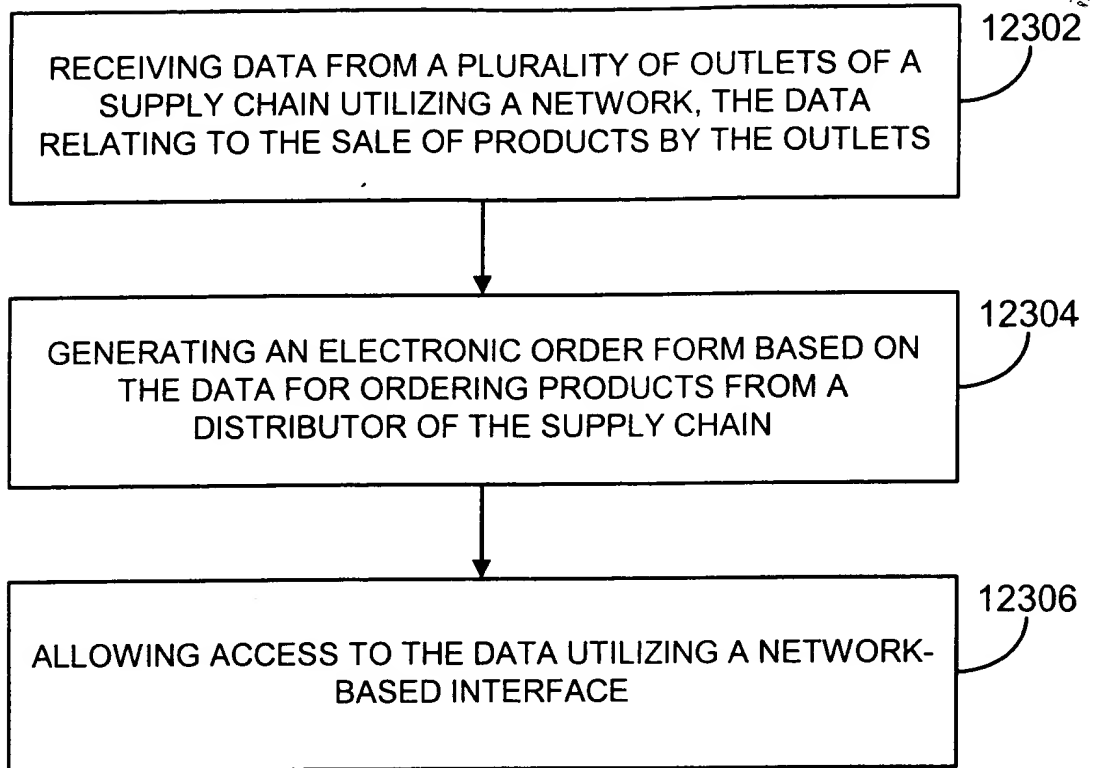
**FIG. 121**

12200



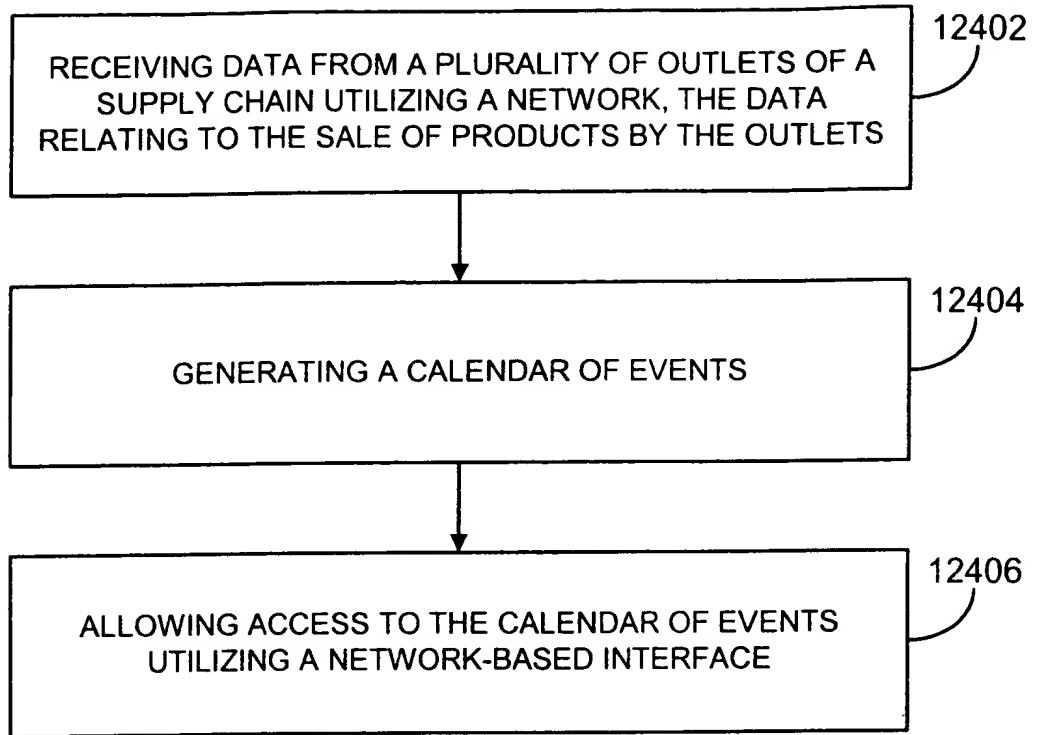
**FIG. 122**

12300



**FIG. 123**

12400



**FIG. 124**

12500

12502

Supply Patronage Sales/Inv Utilities Window !

Supplier ...  
Supplier Site ...  
Distributor ...  
DC ...

Least Cost Contract

Item Items ...

FIG. 125

12600

12602

Sort Print New

FIG. 126

12700

12702

Item Desc: [ ]

Item Number: [ ]

Product Cat Code: [ ]

Status Code: Active [ ]

Item Rank: [ ]

FIG. 127

109020" 92691960

12800



**Landed Cost by Distribution Center**

| Item                      | Inv FOB | Freight | Landed | Routing |
|---------------------------|---------|---------|--------|---------|
| Bag - Medium              | 4.85    | 0.23    | 5.08   | TL      |
| Bag - Large               | 6.7     | 0.23    | 6.93   | TL      |
| Biscuits - Frozen         | 12.33   | 1.15    | 13.48  | TL      |
| Brush - Pot, Long Handle  | 40.2    | 2.02    | 42.22  | TL      |
| Brush - Pot, Short Handle | 24      | 1.39    | 25.39  | TL      |
| Carton - Breakfast        | 16.59   | 1.1     | 17.69  | RDC     |
| Carton - Large Fry        | 29.91   | 0.81    | 30.72  | RDC     |
| Carton - Medium Fry       | 18.92   | 0.73    | 19.65  | TLMIN   |

**FIG. 128**



 Item/FOB

13000

|                                |   |                 |
|--------------------------------|---|-----------------|
| <b>Supplier Item Desc:</b>     |   | <b>Item No:</b> |
| <b>Current:</b>                | <input checked="" type="radio"/> Yes <input type="radio"/> No |                 |
| <b>Items per Case:</b>         | 5000  |                 |
| <b>Innerpack Contents:</b>     | 5/1000  |                 |
| <b>Item Size:</b>              |   |                 |
| <b>Case Length:</b>            |   |                 |
| <b>Case Width:</b>             |   |                 |
| <b>Case Depth:</b>             |   |                 |
| <b>Case Dimension U/M:</b>     | INCH(S)   |                 |
| <b>Item Cube:</b>              | 0.95 CUBIC FEET   |                 |
| <b>Item Shelf Life:</b>        |   |                 |
| <b>Tie Qty:</b>                |   |                 |
| <b>High Qty:</b>               |   |                 |
| <b>Cases Per Pallet:</b>       |   |                 |
| <b>Stacking Allowed:</b>       |   |                 |
| <b>Universal Product Code:</b> |   |                 |
| <b>Cases Per Truckload:</b>    | 1350  |                 |
| <b>Net Weight:</b>             | 39.00   |                 |
| <b>Gross Weight:</b>           | 39.00   |                 |
| <b>Weight U/M:</b>             | POUND(S)  |                 |
| <b>Bar Code:</b>               |   |                 |

**White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier**

**FIG. 130**

| Run | Time | Temp | Pressure | Flow | Conc | Yield | Notes |
|-----|------|------|----------|------|------|-------|-------|
| 1   | 10   | 100  | 100      | 10   | 10   | 10    |       |
| 2   | 20   | 100  | 100      | 10   | 10   | 10    |       |
| 3   | 30   | 100  | 100      | 10   | 10   | 10    |       |
| 4   | 40   | 100  | 100      | 10   | 10   | 10    |       |
| 5   | 50   | 100  | 100      | 10   | 10   | 10    |       |
| 6   | 60   | 100  | 100      | 10   | 10   | 10    |       |
| 7   | 70   | 100  | 100      | 10   | 10   | 10    |       |
| 8   | 80   | 100  | 100      | 10   | 10   | 10    |       |
| 9   | 90   | 100  | 100      | 10   | 10   | 10    |       |
| 10  | 100  | 100  | 100      | 10   | 10   | 10    |       |

**Site Information**      **Site Id:** 17355      **Site Role:** *FOB Shipping Point*  
**Site Name:** TYSON FOODS - NEW HOLLAND, PA

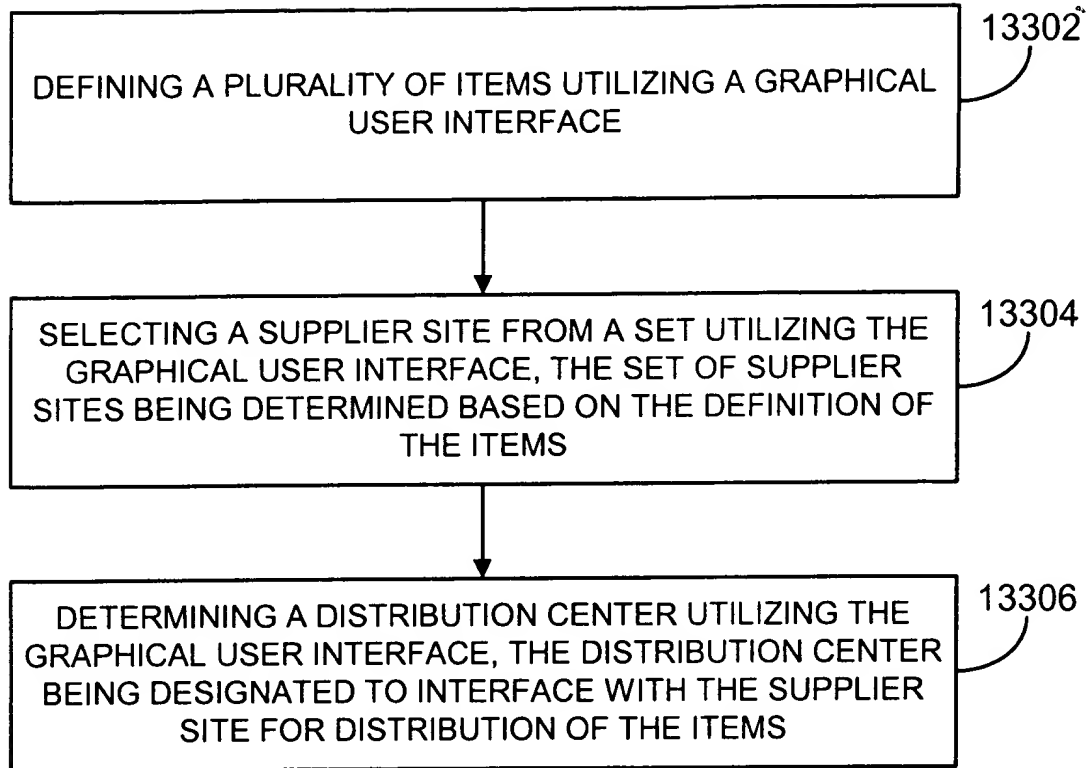
FIG. 131

|                         |                            |                           |
|-------------------------|----------------------------|---------------------------|
| <b>Site Information</b> | <b>Site Id:</b> 16         | <b>FOB Shipping Point</b> |
| <b>Name:</b>            | AMERISERVE-FARMINGDALE, NY | <b>Railroad Name:</b>     |
| <b>Status:</b>          | Active                     | <b>Rail Sidings:</b>      |

**FIG. 132**

[illegible]

13300



**FIG. 133**

13400

|  |                      |                    |  |
|--|----------------------|--------------------|--|
| <b>Item:</b> WRAP-BACON DOUBLE CHEESEBURGER DELUXE                                   | <b>Begin:</b> 7/1/96 | <b>End:</b> 9/1/96 | <b>Final:</b> <input type="checkbox"/> |
| <b>Override Rules:</b> <input type="radio"/> Yes <input checked="" type="radio"/> No |                      |                    |  |
| <b>Apply By:</b> Cell <input type="button" value="v"/>                               |                      |                    |  |

FIG. 134

13500

| DC                          | Supplier FOB Point             |
|-----------------------------|--------------------------------|
| AMERISERVE-DENVER, CO       | TYSON FOODS - GREEN FOREST, AR |
| AMERISERVE-DOUGLASVILLE, GA | TYSON FOODS - ALBERTVILLE, AL  |
| AMERISERVE-FARMINGDALE, NY  | TYSON FOODS - NEW HOLLAND, PA  |

FIG. 135

13600

| Con FOB | Inv FOB | Freight | Landed  |
|---------|---------|---------|---------|
| 34.3200 | 34.3900 | 0.8400  | 35.2300 |
| 34.3200 | 34.3900 | 0.2900  | 34.6800 |

FIG. 136

13700

| Contr | LB      | Trk | Routing |
|-------|---------|-----|---------|
| 96    | 83,600  | 2.0 | TL      |
| 96    | 215,040 | 5.1 | TL      |

FIG. 137

13800



FIG. 138

13900

| Min Ordr | UM          | Slip   | Deliv. |
|----------|-------------|--------|--------|
| 1        | TRUCKLOAD(S | Pallet |        |
| 1        | TRUCKLOAD(S | Pallet |        |

FIG. 139

14000

| Carrier | Stated Vol |
|---------|------------|
| Truck   | 83,600     |
| Truck   | 215,040    |

FIG. 140

14200



FIG. 142

14100

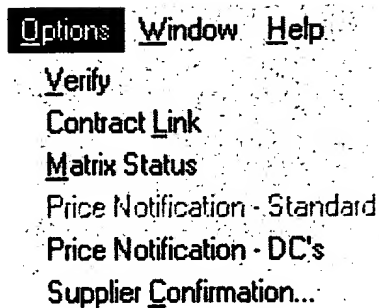


FIG. 141

14300

|                            |                                   |    |
|----------------------------|-----------------------------------|----|
| <u>C</u> ost               | <u>E</u> dit / View ...           | F3 |
| Commodities                | New (using previous matrix) ...   | F4 |
|                            | New (build matrix) ...            | F5 |
| <u>V</u> endor Rating      |                                   |    |
| Contact <u>M</u> anagement | Multi Item Price Notification ... |    |

FIG. 143

[illegible]

14500



FIG. 145

14600

**Contract ID:** 673 - TYSON FOODS

**Initial Buyer Name:** Jamie Hersh

**Current Buyer Name:** Chris Stanton

FIG. 146

14700

**Contract Start Date:** 05/15/98

**Contract End Date:** 12/31/02

**Execution Date:** 5/15/98

**Effective:** Shipment Date

**Payment Terms:** Net 10

FIG. 147

14800

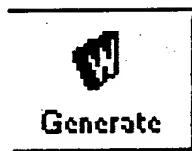


FIG. 148

14900



FIG. 149

15000



FIG. 150

Select the End Dates to Use on the Exhibit

**FIG. 151**



**FIG. 152**

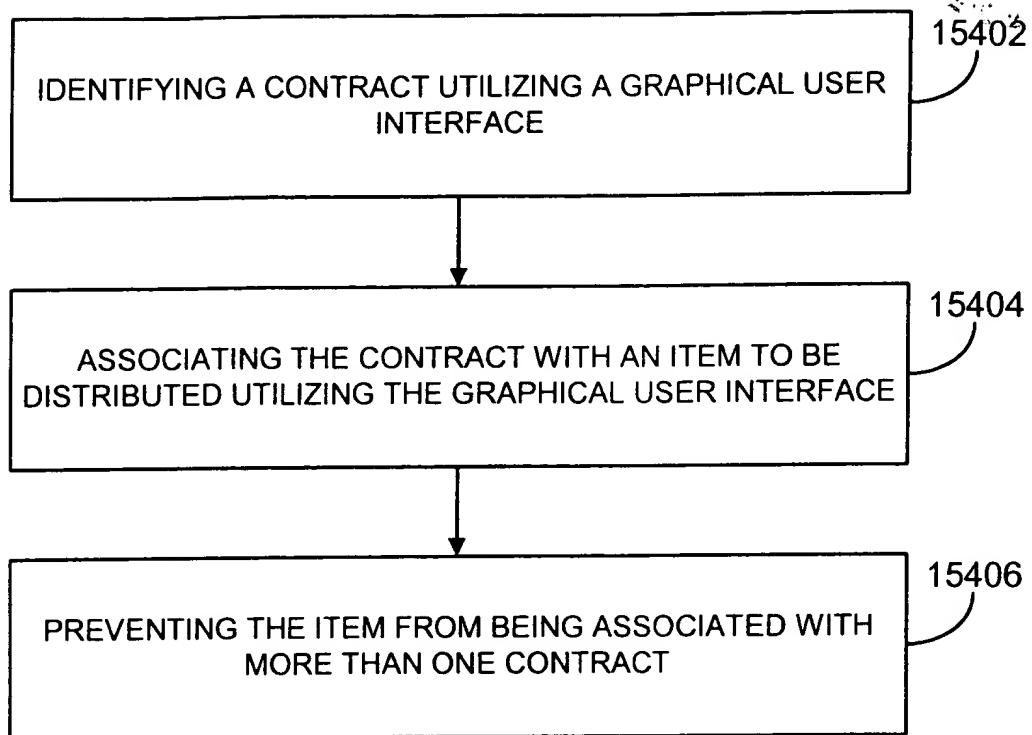


**FIG. 153**

| Year | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 | 2031 | 2032 | 2033 | 2034 | 2035 | 2036 | 2037 | 2038 | 2039 | 2040 | 2041 | 2042 | 2043 | 2044 | 2045 | 2046 | 2047 | 2048 | 2049 | 2050 | 2051 | 2052 | 2053 | 2054 | 2055 | 2056 | 2057 | 2058 | 2059 | 2060 | 2061 | 2062 | 2063 | 2064 | 2065 | 2066 | 2067 | 2068 | 2069 | 2070 | 2071 | 2072 | 2073 | 2074 | 2075 | 2076 | 2077 | 2078 | 2079 | 2080 | 2081 | 2082 | 2083 | 2084 | 2085 | 2086 | 2087 | 2088 | 2089 | 2090 | 2091 | 2092 | 2093 | 2094 | 2095 | 2096 | 2097 | 2098 | 2099 | 2100 |
|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 | 2031 | 2032 | 2033 | 2034 | 2035 | 2036 | 2037 | 2038 | 2039 | 2040 | 2041 | 2042 | 2043 | 2044 | 2045 | 2046 | 2047 | 2048 | 2049 | 2050 | 2051 | 2052 | 2053 | 2054 | 2055 | 2056 | 2057 | 2058 | 2059 | 2060 | 2061 | 2062 | 2063 | 2064 | 2065 | 2066 | 2067 | 2068 | 2069 | 2070 | 2071 | 2072 | 2073 | 2074 | 2075 | 2076 | 2077 | 2078 | 2079 | 2080 | 2081 | 2082 | 2083 | 2084 | 2085 | 2086 | 2087 | 2088 | 2089 | 2090 | 2091 | 2092 | 2093 | 2094 | 2095 | 2096 | 2097 | 2098 | 2099 | 2100 |      |



15400



**FIG. 154**



**FIG. 155**

**FIG. 156**

[illegible]

00016975-070601  
105020-9269780

15700



FIG. 157

15800

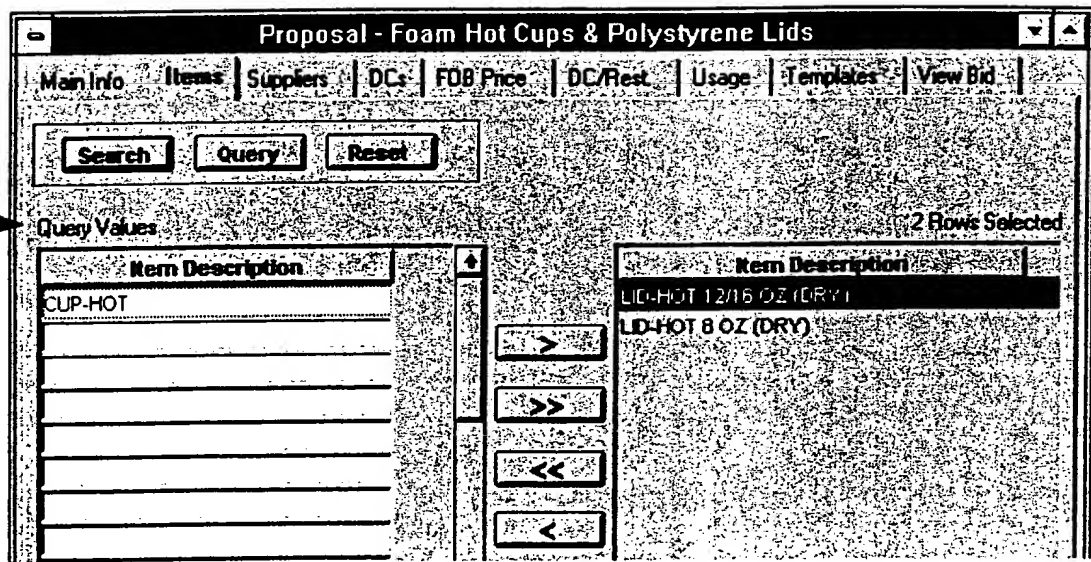


FIG. 158

FOI b7E b7C b7D

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | Recreate Bid

Search Query Reset

6 Rows Found 5 Rows Selected

| Item Description      |     |
|-----------------------|-----|
| CUP-HOT 12 OZ (PAPER) | DRY |
| CUP-HOT 16 OZ (PAPER) | DRY |
| CUP-HOT 8 OZ (PAPER)  | DRY |

15902

15904

15906

15908

| Item Description             |
|------------------------------|
| CUP-HOT 12 OZ (DRY)          |
| CUP-HOT 16 OZ (500 CT) (DRY) |
| CUP-HOT 8 OZ (DRY)           |
| LID-HOT 12/16 OZ (DRY)       |
| LID-HOT 8 OZ (DRY)           |

FIG. 159

16000

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | Recreate Bid

Select The Appropriate FOB Price Component Worksheet For Each Item

| Item Description | FOB Price Component  |
|------------------|----------------------|
| MAYO-BULK        | Mayonaise Components |
|                  | (None Selected)      |
|                  | Generic FOB Pricing  |
|                  | Mayonaise Components |

FIG. 160

16100

| Item               | Growth % | Gross Wgt. | Item Cube | Contract Period      |
|--------------------|----------|------------|-----------|----------------------|
| CHICKEN-BK BROILER | 5.00%    | 32         | 1.26      | 09/01/97 to 12/31/97 |
| CHICKEN-PATTY      | 7.00%    | 37.00      | 1.09      |                      |
| CHICKEN-TENDERS    | 0.00%    | 25.00      | 1.06      |                      |

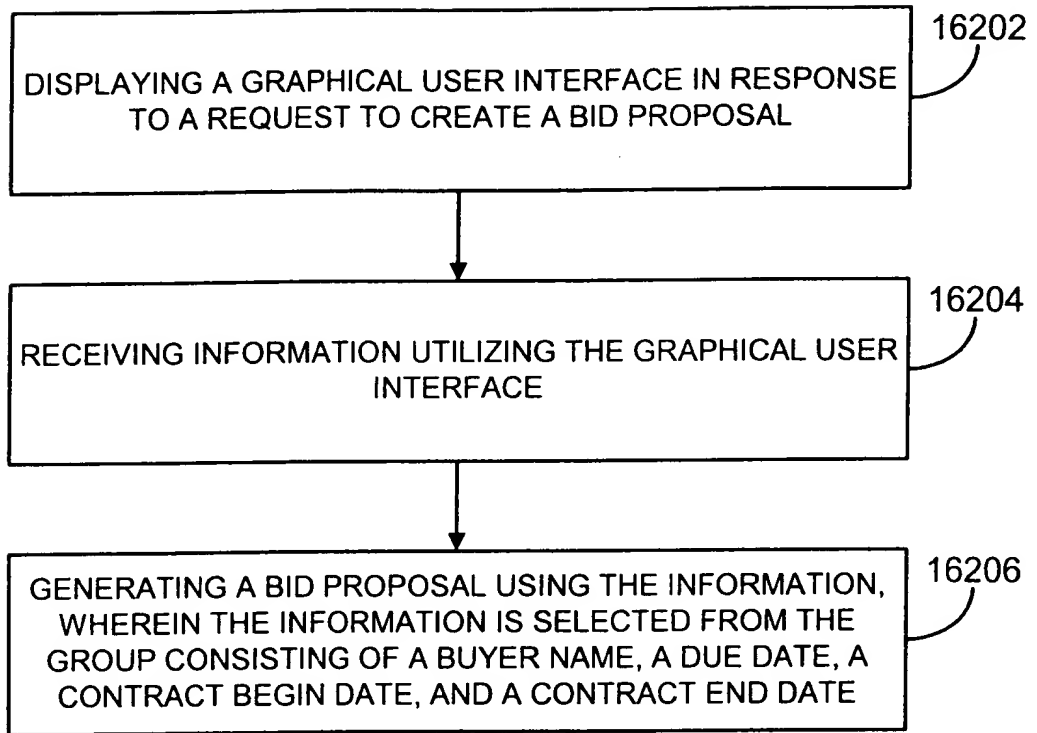
  

| Distribution Center | Previous Case Usage | Projected Rest. Count | Covg. Factor | Avg. # RM | DC/Item Growth | Projected Unit Usage |  |
|---------------------|---------------------|-----------------------|--------------|-----------|----------------|----------------------|--|
| POST-ALBUQUERQ      | 576                 | 30                    | 99.34%       | 6.03      | 5.00%          | 755                  |  |
| POST-DENVER         | 833                 | 39                    | 99.05%       | 6.68      | 5.00%          | 1,083                |  |
| POST-SALT LAKE      | 116                 | 2                     | 80.00%       | 5.46      | 5.00%          | 37                   |  |

FIG. 161

FOIA b 7 - D

16200



**FIG. 162**

16300

Templates | Create Bid |

FIG. 163

16400

|                              | <i>Supply</i> | <i>MS</i>   | <i>Editable</i> |
|------------------------------|---------------|-------------|-----------------|
|                              |               | <i>Word</i> | <i>Y/N</i>      |
| Bid Proposal Cover Letter    | ?             |             | Y               |
| General Terms and Conditions | ?             |             | N               |
| Usage Estimates              | ?             |             | N               |
| Supplier Facility Worksheets | ?             |             | N               |
| Item Information Worksheets  | ?             |             | N               |
| Sample Supply Agreement      |               | ?           | N               |
| BK Specification Request     |               | ?           | N               |
| FOB Price Component          |               | ?           | Y               |
| Truckload Freight Worksheet  | ?             |             | N               |
| LTL Freight Worksheet        | ?             |             | N               |

FIG. 164



16500

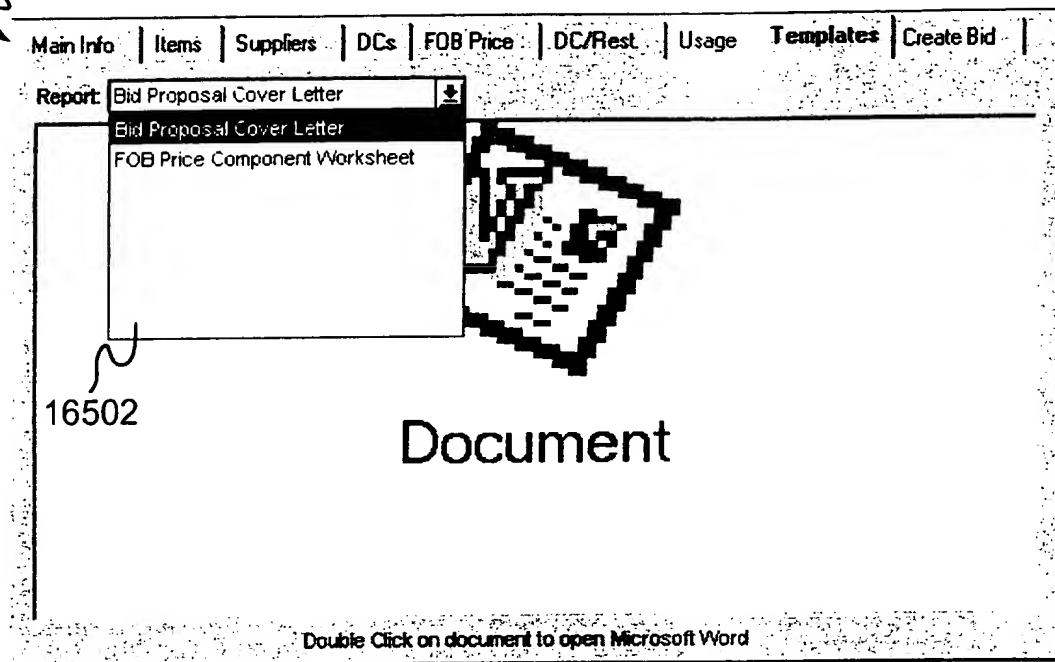


FIG. 165

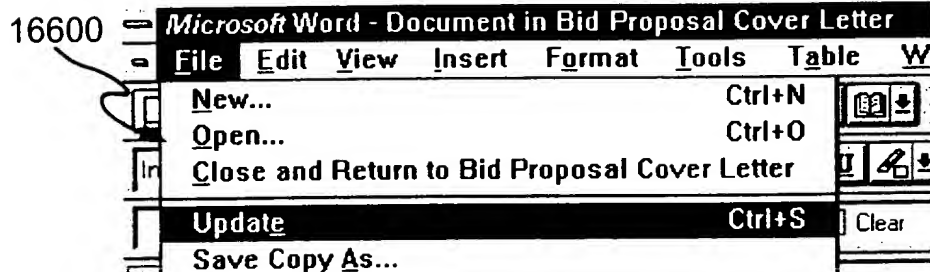


FIG. 166

0904076-070004

16700

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | Create Bid

Bid Proposal Sent ☐

## Bid Proposal Will Include Checked Documents

## General

|                             |                                     |
|-----------------------------|-------------------------------------|
| Bid Proposal Cover Letter   | <input checked="" type="checkbox"/> |
| General Terms & Conditions  | <input checked="" type="checkbox"/> |
| Usage Estimates             | <input checked="" type="checkbox"/> |
| Supplier Facility Worksheet | <input checked="" type="checkbox"/> |
| Item Information Worksheet  | <input checked="" type="checkbox"/> |
| Sample Supply Agreement     | <input checked="" type="checkbox"/> |
| BK Specification Request    | <input checked="" type="checkbox"/> |

## Cost

|                               |                                     |
|-------------------------------|-------------------------------------|
| FOB Price Component Worksheet | <input checked="" type="checkbox"/> |
| Truckload Freight Worksheet   | <input checked="" type="checkbox"/> |
| LTL Freight Worksheet         | <input checked="" type="checkbox"/> |

## Blank Sheets

|                               |                                     |
|-------------------------------|-------------------------------------|
| Supplier Facility Worksheet   | <input checked="" type="checkbox"/> |
| Item Information Worksheet    | <input checked="" type="checkbox"/> |
| FOB Price Component Worksheet | <input checked="" type="checkbox"/> |
| Truckload Freight Worksheet   | <input checked="" type="checkbox"/> |
| LTL Freight Worksheet         | <input checked="" type="checkbox"/> |

\* LTL Freight Worksheet will be printed  
by system if necessary

FIG. 167

16800

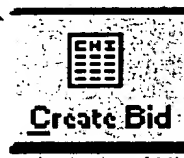


FIG. 168

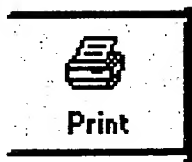
16900

|         |  |   |
|---------|--|---|
| Report: | Item Information Worksheet   | Supplier: (all)   |
| 7/2/97  | Bid Proposal Cover Letter<br>FOB Price Component Worksheet<br>General Terms & Conditions<br><b>Item Information Worksheet</b><br>LTL Freight Worksheet<br>Sample Supply Agreement<br>Supplier Facility Worksheet | <b>Restaurant Services, Inc.</b><br><b>Item Information Worksheet</b><br>ATTY<br>DS |

FIG. 169

09816976-070604

17000



**FIG. 170**

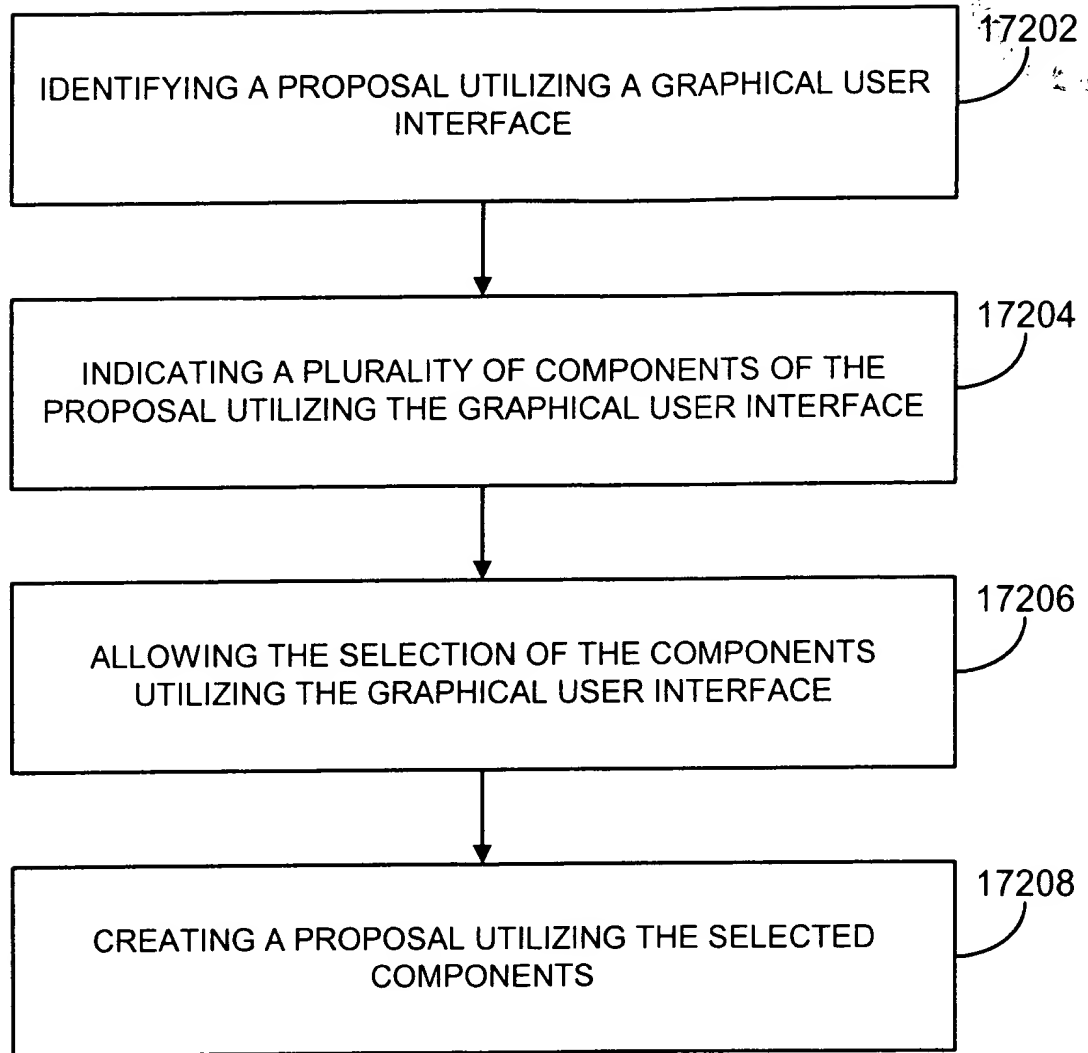
17100



**FIG. 171**

FIG. 170

17200



**FIG. 172**

17300



FIG. 173

17400

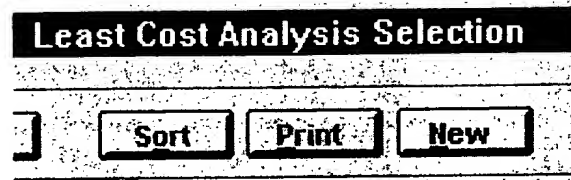


FIG. 174

17500

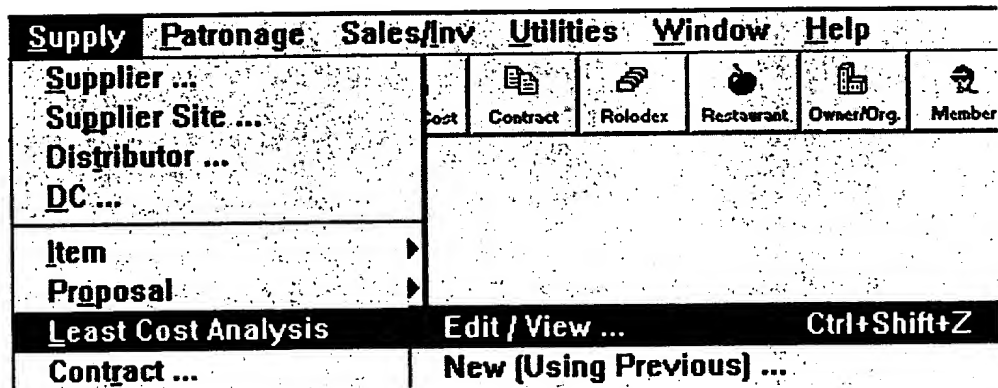


FIG. 175

FIG. 173

**Bid Proposal Name:**

(None)



Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)

Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)

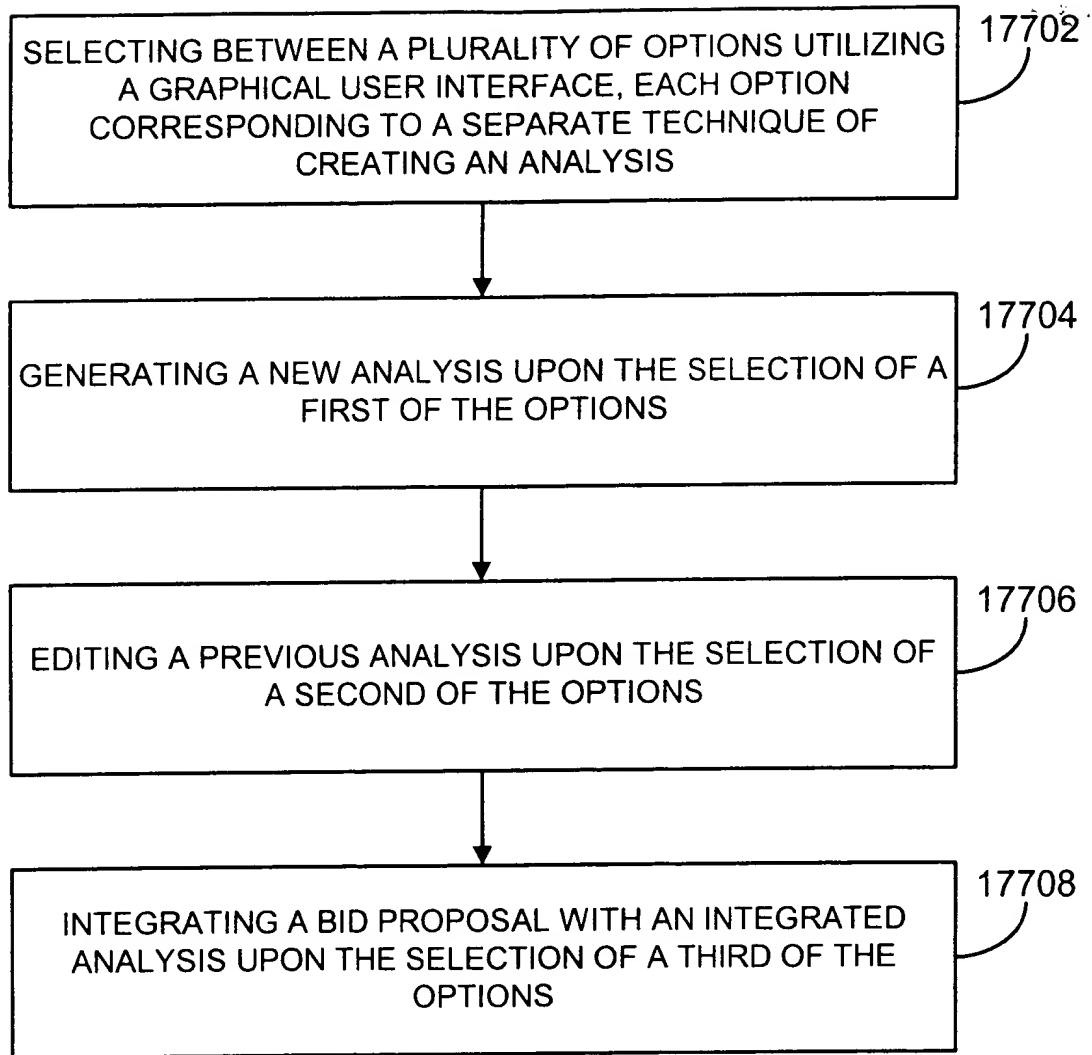
17600



**FIG. 176**

TECHNICAL DRAWING

17700



**FIG. 177**

00015975-070004

17800

**Analysis Name:** Hash Brown Actual  
**Analysis ID:** 1036  
**Buyer:** Dennis Clabby  
**Period of Agreement:** 10/1/97 THRU 9/30/98  
**Unit Of Measure:** CASE(S)

FIG. 178

17900

**Version ( 1 ) of ( 9 )** Base version

**What is the max # of FOB points to allocate to each DC ?** One FOB  
**What is pricing method for this version ?** FOB + Freight  
**What is the RSI Invoice FOB Upcharge (Downcharge) ?** 0.0000  
**Override RDC Truckload Validation?** No  
**Solution Strategy:** Standard **Last Revision:** 9/15/97 1:04 PM

FIG. 179





**FIG. 180**

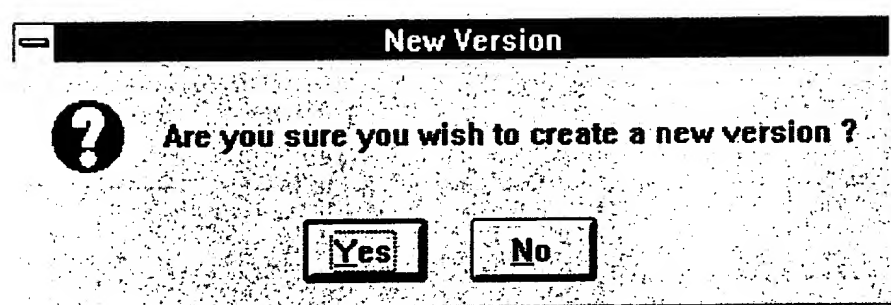
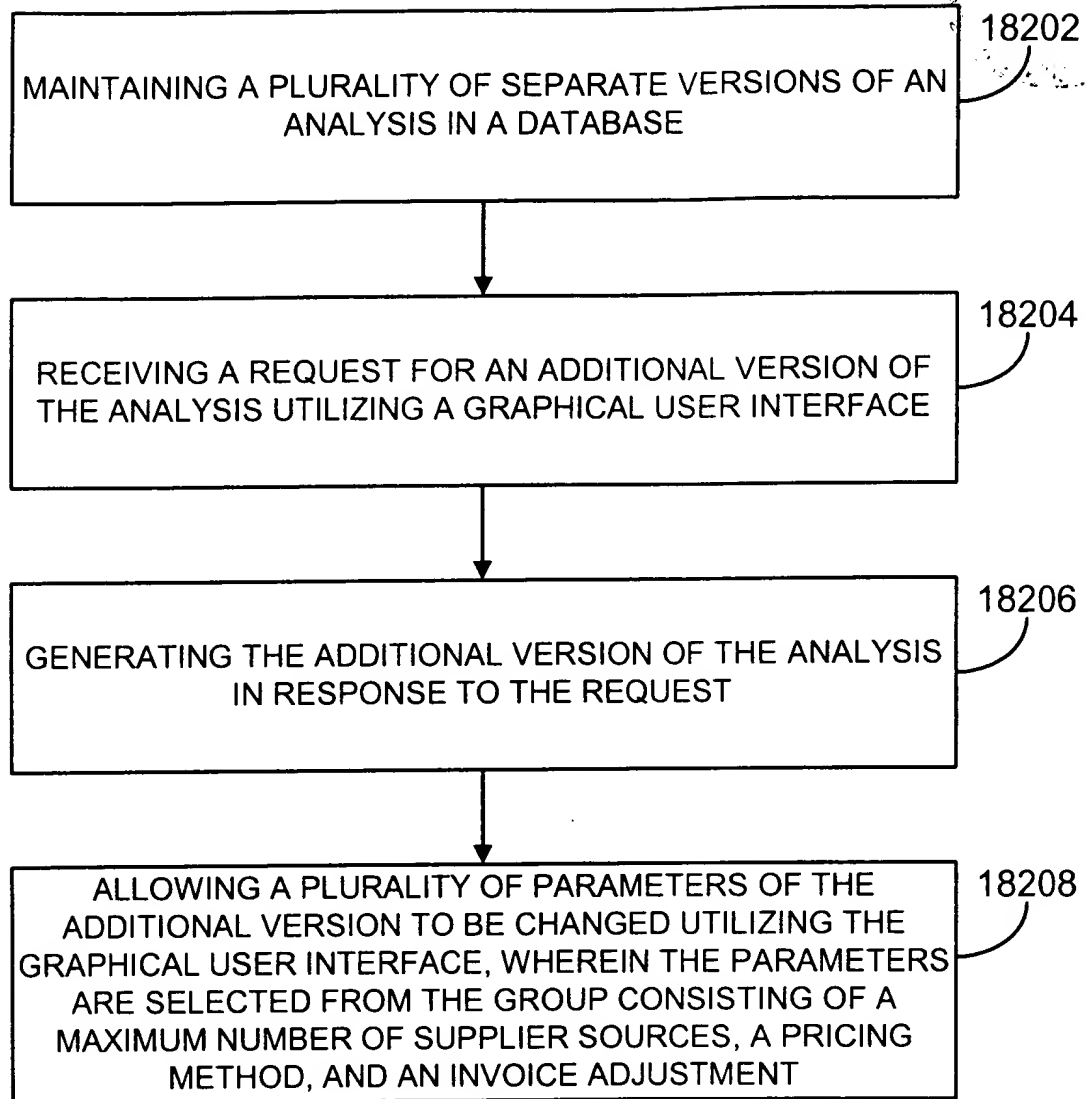


FIG. 181

[illegible]

18200



**FIG. 182**

FIG. 183

18300

Search Query Reset

Query Values

| Supplier FOB |
|--------------|
| DOP          |
|              |
|              |
|              |
|              |

>

>>

7 Rows Selected

| Supplier FOB                      |
|-----------------------------------|
| DOPACO-DOWNTOWN, PA               |
| DOPACO-KINSTON, NC                |
| DOPACO-ST. CHARLES, IL            |
| DOPACO-STOCKTON, CA               |
| IMPERIAL BONDWARE-SHELBYVILLE, IL |

18302

FIG. 183

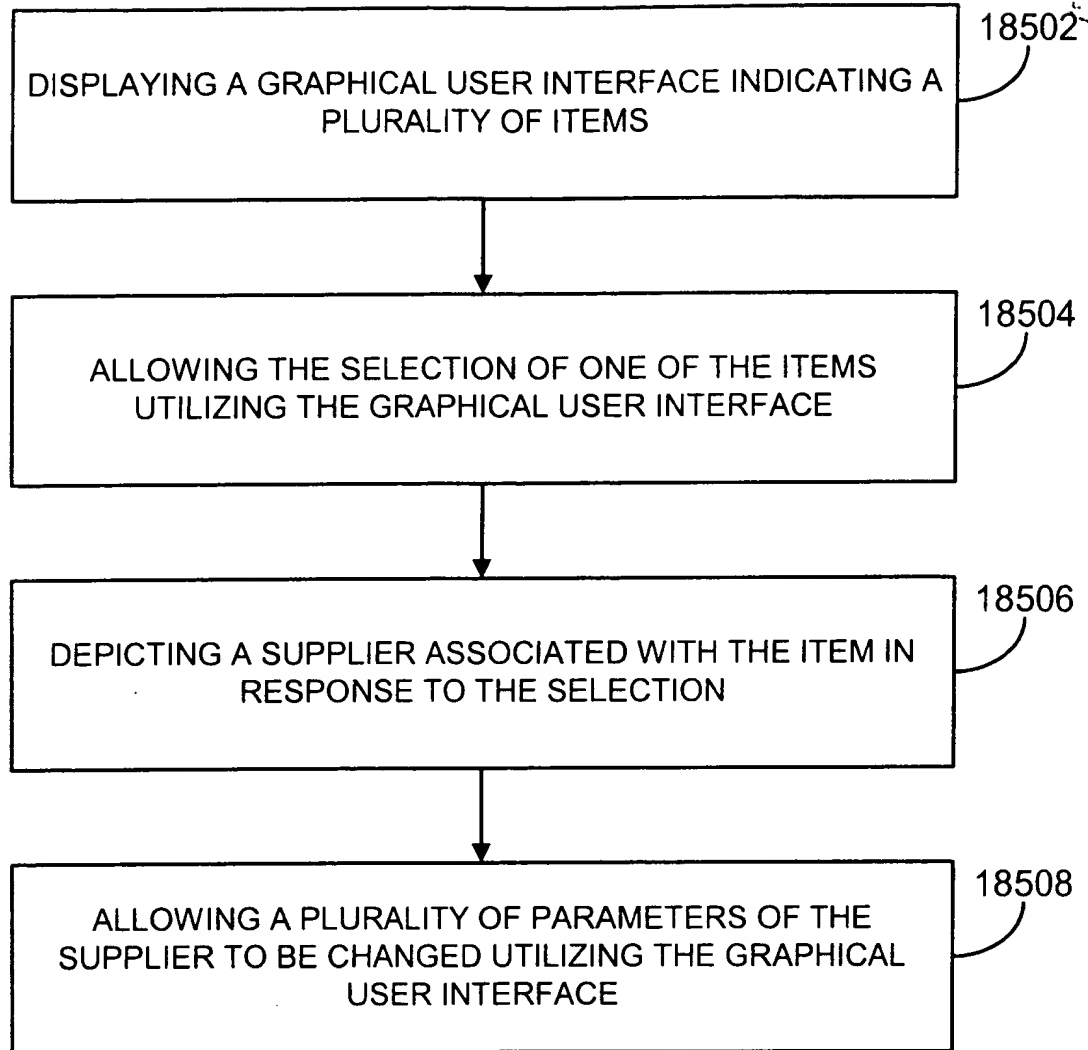
| Item Description    | Conv. Factor |
|---------------------|--------------|
| FRIES-COATED (FRZN) | 36           |

18402

**FIG. 184**

[illegible]

18500



**FIG. 185**

18600

| Item Description | Supplier FOB        |
|------------------|---------------------|
| CUP-COLD 16 OZ   | DOPACO-DOWNTOWN, PA |
| CUP-COLD 22 OZ   | DOPACO-DOWNTOWN, PA |
| CUP-COLD 32 OZ   | DOPACO-DOWNTOWN, PA |

|                     |                |                      |   |
|---------------------|----------------|----------------------|---|
| Supplier Item Desc: | 16 OZ COLD CUP | Item No:             | CP2942  |
| Items per Case:     |                | Tie Qty:             | 5   |
| Innerpack Contents: | 1200           | High Qty:            | 5   |
| Item Size:          |                | Cases Per Pallet:    | 25  |
| Item Shelf Life:    |                | Stacking Allowed:    | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| Case Length:        | 22.125         | Mandatory Case Cube: | 3.43 CUBIC FEET   |
| Case Width:         | 15.125         | Cases Per Truckload: | 769   |
| Case Depth:         | 17.75          | Gross Weight:        | 29.28 POUND(S)  |
| Case U/M            | INCHE(S)       | Net Weight:          | 27.28 POUND(S)  |

FIG. 186

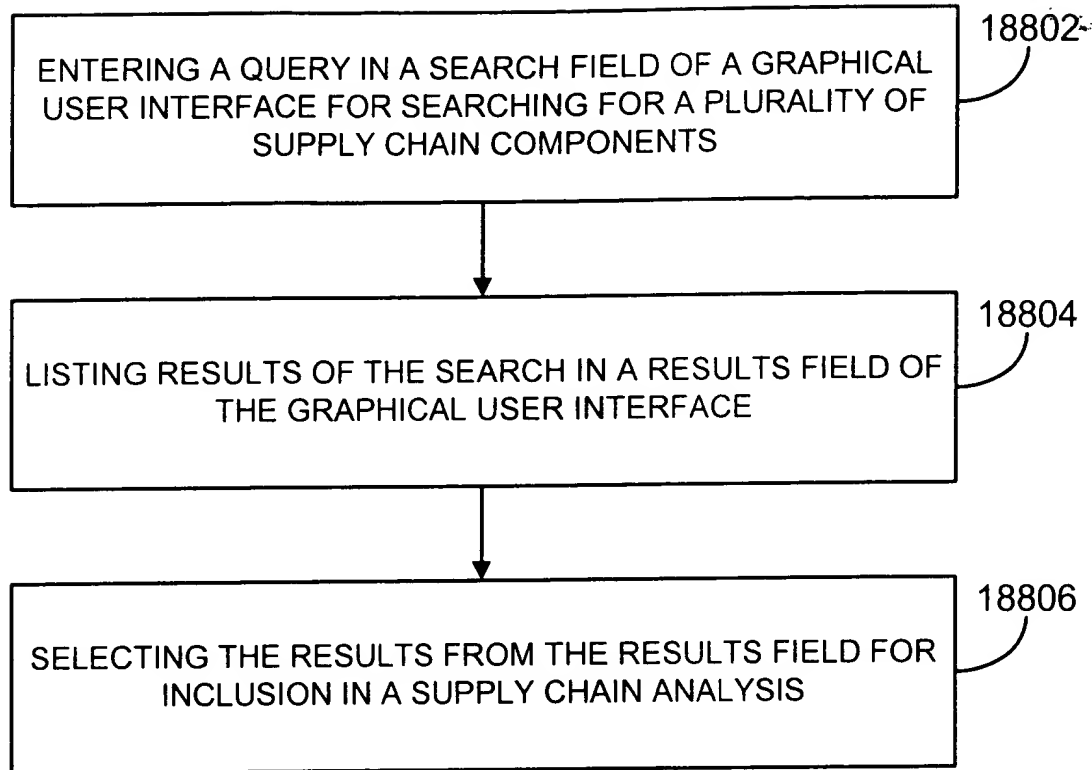
18700



Update

FIG. 187

18800



**FIG. 188**

18900

| Supplier                            | Terms | SLP/PLT    | Minimum     | Maximum     | Include   |
|-------------------------------------|-------|------------|-------------|-------------|---|
| CAVENDISH FARMS                     |       | ↓ Pallet ↓ |             |             | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| J.R. SIMPLOT COMPANY                |       | ↓ Pallet ↓ |             |             | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| LAMB-WESTON, INC.                   |       | ↓ Pallet ↓ | 200,000,000 |             | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| Supplier FOB                        |       |            | Minimum     | Maximum     | Include   |
| LAMB-WESTON, INC.-PASCO, WA         |       |            | 90,000,000  | 110,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| LAMB-WESTON, INC.-RICHLAND WA       |       |            | 0           | 55,000,000  | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| LAMB-WESTON, INC.-AMERICAN FALLS ID |       |            | 90,000,000  | 110,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |

FIG. 189

19000

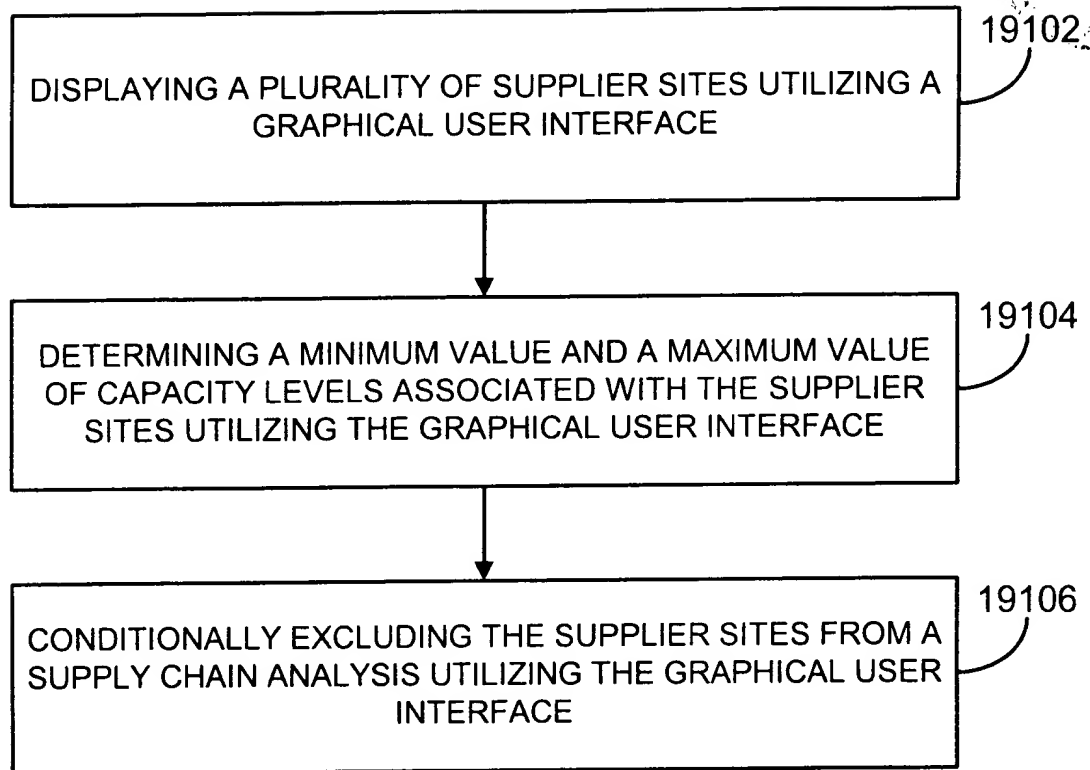
| Supplier                                | Terms | SLP/PLT    | Minimum     | Maximum     | Include   |
|---|-------|------------|-------------|-------------|---|
| MCCAIN FOODS                            |       | ↓ Pallet ↓ |             |             | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| NESTLE FOOD COMPANY                     |       | ↓ Pallet ↓ |             |             | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| ORE-IDA FOODS                           |       | ↓ Pallet ↓ | 225,000,000 |             | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| Supplier FOB                            |       |            | Minimum     | Maximum     | Include   |
| MCCAIN FOODS, LTD.-PRINCE EDWARD ISLAND |       |            | 18,000,000  | 30,000,000  | <input type="radio"/> Yes <input checked="" type="radio"/> No |
| MCCAIN FOODS, LTD.-PORTAGE LE PRAIRIE   |       |            | 45,000,000  | 50,000,000  | <input type="radio"/> Yes <input checked="" type="radio"/> No |
| MCCAIN FOODS, INC.-OTHELLO, WA          |       |            | 27,000,000  | 132,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |

FIG. 190

FOODS - 5/6/90



19100



**FIG. 191**

09015976 09001

19200

| Supplier                   | # | Volume |  |  |
|----------------------------|---|--------|--|--|
| HUDSON INDUSTRIES          | 0 |        |  |  |
| INTERNATIONAL DIVERSEFOODS | 0 |        |  |  |
| SUPERIOR COFFEE & FOODS    | 0 |        |  |  |

| Supplier FOB              | Item              | Cont FOB | # | Volume |
|---------------------------|-------------------|----------|---|--------|
| HUDSON INDUSTRIES-TROY AL | MAYO-BULK         | 8.4200   | 0 |        |
| HUDSON INDUSTRIES-TROY AL | SAUCE-BULK-TARTAR | 9.2300   | 0 |        |

FIG. 192

| Supplier FOB                   | Item       | Cont FOB | # | Volume    |
|--------------------------------|------------|----------|---|-----------|
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0026   | 0 |           |
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0016   | 1 | 2,090,000 |
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0010   | 2 | 2,508,000 |

[illegible]

| Supplier FOB                   | Item              | Cont FOB | # | Volume |
|--------------------------------|-------------------|----------|---|--------|
| VENTURA FOODS-CHAMBERSBURG, PA | MAYO-BULK         | 8.9400   | 0 |        |
| VENTURA FOODS-CHAMBERSBURG, PA | MAYO-BULK         | 8.8400   | 1 |        |
| VENTURA FOODS-CHAMBERSBURG, PA | SAUCE-BULK-TARTAR | 9.5100   | 0 |        |
| VENTURA FOODS-CHAMBERSBURG, PA | SAUCE-BULK-TARTAR | 9.4100   | 1 |        |
| VENTURA FOODS-CITY OF INDUSTRY | MAYO-BULK         | 9.1200   | 0 |        |
| VENTURA FOODS-CITY OF INDUSTRY | MAYO-BULK         | 9.0200   | 1 |        |
| VENTURA FOODS-CITY OF INDUSTRY | SAUCE-BULK-TARTAR | 9.5800   | 0 |        |
| VENTURA FOODS-CITY OF INDUSTRY | SAUCE-BULK-TARTAR | 9.4800   | 1 |        |

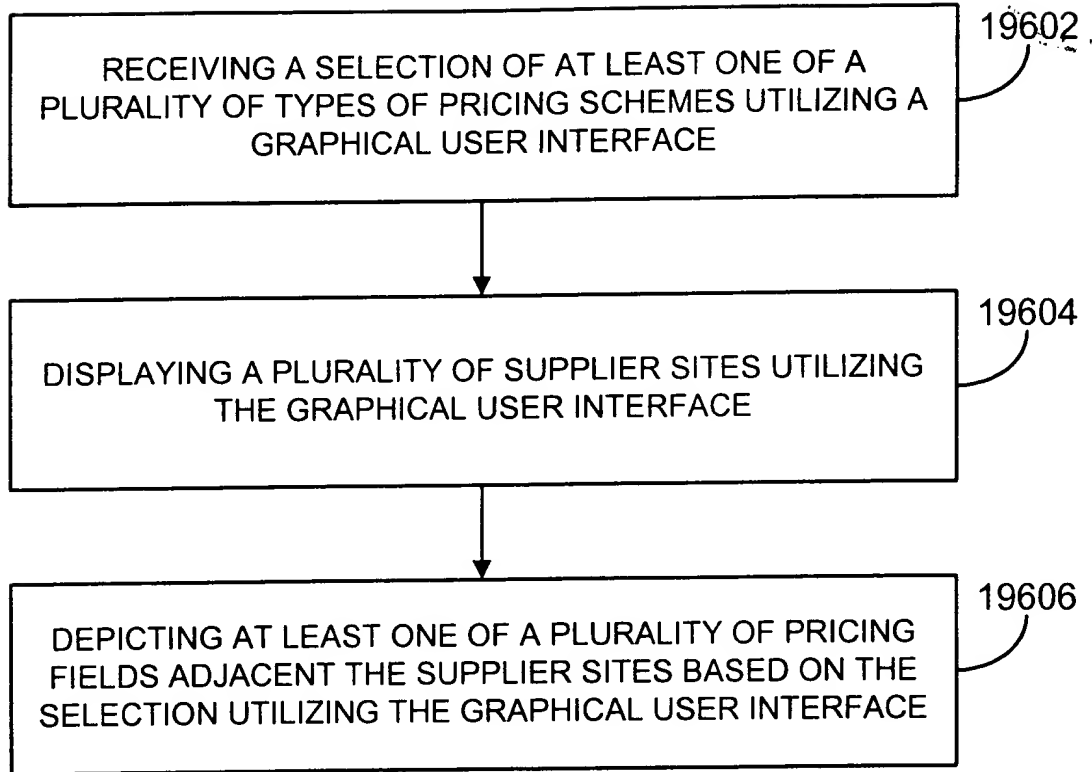
FIG. 194





| Country | Year | Value   | Unit |
|---------|------|---------|------|
| Algeria | 1970 | 1000000 | kg   |
| Algeria | 1971 | 1000000 | kg   |
| Algeria | 1972 | 1000000 | kg   |
| Algeria | 1973 | 1000000 | kg   |
| Algeria | 1974 | 1000000 | kg   |
| Algeria | 1975 | 1000000 | kg   |
| Algeria | 1976 | 1000000 | kg   |
| Algeria | 1977 | 1000000 | kg   |
| Algeria | 1978 | 1000000 | kg   |
| Algeria | 1979 | 1000000 | kg   |
| Algeria | 1980 | 1000000 | kg   |
| Algeria | 1981 | 1000000 | kg   |
| Algeria | 1982 | 1000000 | kg   |
| Algeria | 1983 | 1000000 | kg   |
| Algeria | 1984 | 1000000 | kg   |
| Algeria | 1985 | 1000000 | kg   |
| Algeria | 1986 | 1000000 | kg   |
| Algeria | 1987 | 1000000 | kg   |
| Algeria | 1988 | 1000000 | kg   |
| Algeria | 1989 | 1000000 | kg   |
| Algeria | 1990 | 1000000 | kg   |
| Algeria | 1991 | 1000000 | kg   |
| Algeria | 1992 | 1000000 | kg   |
| Algeria | 1993 | 1000000 | kg   |
| Algeria | 1994 | 1000000 | kg   |
| Algeria | 1995 | 1000000 | kg   |
| Algeria | 1996 | 1000000 | kg   |
| Algeria | 1997 | 1000000 | kg   |
| Algeria | 1998 | 1000000 | kg   |
| Algeria | 1999 | 1000000 | kg   |
| Algeria | 2000 | 1000000 | kg   |
| Algeria | 2001 | 1000000 | kg   |
| Algeria | 2002 | 1000000 | kg   |
| Algeria | 2003 | 1000000 | kg   |
| Algeria | 2004 | 1000000 | kg   |
| Algeria | 2005 | 1000000 | kg   |
| Algeria | 2006 | 1000000 | kg   |
| Algeria | 2007 | 1000000 | kg   |
| Algeria | 2008 | 1000000 | kg   |
| Algeria | 2009 | 1000000 | kg   |
| Algeria | 2010 | 1000000 | kg   |
| Algeria | 2011 | 1000000 | kg   |
| Algeria | 2012 | 1000000 | kg   |
| Algeria | 2013 | 1000000 | kg   |
| Algeria | 2014 | 1000000 | kg   |
| Algeria | 2015 | 1000000 | kg   |
| Algeria | 2016 | 1000000 | kg   |
| Algeria | 2017 | 1000000 | kg   |
| Algeria | 2018 | 1000000 | kg   |
| Algeria | 2019 | 1000000 | kg   |
| Algeria | 2020 | 1000000 | kg   |
| Algeria | 2021 | 1000000 | kg   |
| Algeria | 2022 | 1000000 | kg   |
| Algeria | 2023 | 1000000 | kg   |
| Algeria | 2024 | 1000000 | kg   |
| Algeria | 2025 | 1000000 | kg   |
| Algeria | 2026 | 1000000 | kg   |
| Algeria | 2027 | 1000000 | kg   |
| Algeria | 2028 | 1000000 | kg   |
| Algeria | 2029 | 1000000 | kg   |
| Algeria | 2030 | 1000000 | kg   |
| Algeria | 2031 | 1000000 | kg   |
| Algeria | 2032 | 1000000 | kg   |
| Algeria | 2033 | 1000000 | kg   |
| Algeria | 2034 | 1000000 | kg   |
| Algeria | 2035 | 1000000 | kg   |
| Algeria | 2036 | 1000000 | kg   |
| Algeria | 2037 | 1000000 | kg   |
| Algeria | 2038 | 1000000 | kg   |
| Algeria | 2039 | 1000000 | kg   |
| Algeria | 2040 | 1000000 | kg   |
| Algeria | 2041 | 1000000 | kg   |
| Algeria | 2042 | 1000000 | kg   |
| Algeria | 2043 | 1000000 | kg   |
| Algeria | 2044 | 1000000 | kg   |
| Algeria | 2045 | 1000000 | kg   |
| Algeria | 2046 | 1000000 | kg   |
| Algeria | 2047 | 1000000 | kg   |
| Algeria | 2048 | 1000000 | kg   |
| Algeria | 2049 | 1000000 | kg   |
| Algeria | 2050 | 1000000 | kg   |
| Algeria | 2051 | 1000000 | kg   |
| Algeria | 2052 | 1000000 | kg   |
| Algeria | 2053 | 1000000 | kg   |
| Algeria | 2054 | 1000000 | kg   |
| Algeria | 2055 | 1000000 | kg   |
| Algeria | 2056 | 1000000 | kg   |
| Algeria | 2057 | 1000000 | kg   |

19600



**FIG. 196**

FIG. 197

19700

| Total Rest. Growth Amount    |                     | Usage Period         |                            |
|------------------------------|---------------------|----------------------|----------------------------|
| 5.00% ~ 19702                |                     | 09/01/97 to 08/31/98 |                            |
| Distribution Center          | Current Rest. Count | Restaurant Growth %  | Projected Avg. Rest. Count |
| AMERISERVEPOST-ALBUQUERQUE   | 27                  | 5.00%                | 28                         |
| AMERISERVEPOST-DENVER        | 35                  | 5.00%                | 37                         |
| AMERISERVEPOST-SALT LAKE, UT | 2                   | 5.00%                | 2                          |
| AMERISERVE-OMAHA, NE         | 166                 | 5.00%                | 174                        |

FIG. 197

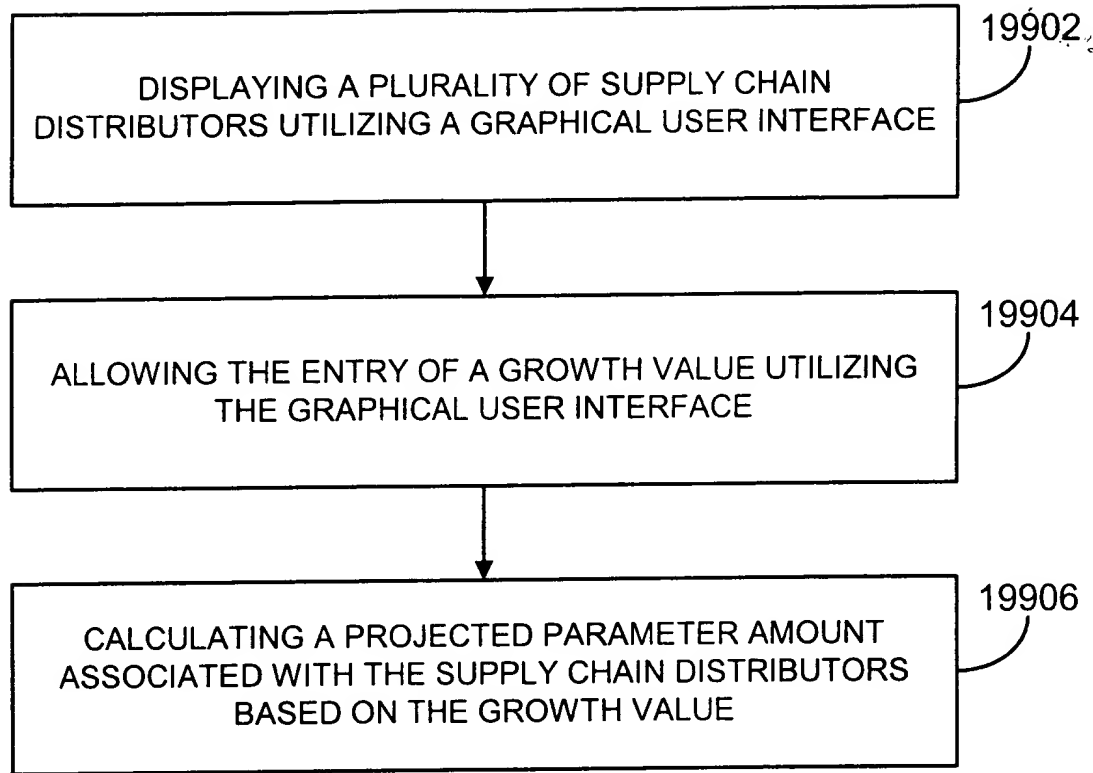
19800

| Item          | Item Growth % | Usage Period |
|---------------|---------------|--------------|
| CHICKEN-PATTY | 0.00          |              |

| Distribution Center | Previous Usage | Projected Rest. Count | Covg. Factor | Avg. # RM | DC/Item Growth | Projected Usage |
|---------------------|----------------|-----------------------|--------------|-----------|----------------|-----------------|
| AMER-OMAMA          | 44,035         | 166                   | 98.49%       | 24.12     | 4.00%          | 49,205          |
| AMER-PLYMOUTH       | 37,141         | 177                   | 100.00%      | 18.30     | 5.00%          | 40,823          |
| AMER-MILWAUK        | 38,520         | 188                   | 100.00%      | 19.02     | 0.00%          | 42,909          |

FIG. 198

19900



**FIG. 199**

20000

| Supplier FOB                        |                              | Address  |                          |        |
|-------------------------------------|------------------------------|--|--------------------------|--------|
| CAVENDISH FARMS                     |                              | Dieppe   | NB                       | E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR  |                              | Hermiston  | OR                       | 99999  |
| LAMB-WESTON, INC.-AMERICAN FALLS ID |                              | American Falls   | ID                       | 83211  |
| Distribution Center                 | Lane Restriction             |  | Honor TL Rate            |        |
| AMERISERVE/POST-ALBUQUERQUE         | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |        |
| AMERISERVE/POST-DENVER              | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |        |
| AMERISERVE/POST-SALT LAKE, UT       | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |        |
| AMERISERVE-OMAHA, NE                | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |        |
| AMERISERVE-PLYMOUTH, MN             | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |        |

20002

FIG. 200


20100

| Supplier FOB                        |   | Address  |    |        |
|-------------------------------------|---|--|----|--------|
| CAVENDISH FARMS                     |   | Dieppe   | NB | E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR  |   | Hermiston  | OR | 99999  |
| LAMB-WESTON, INC.-AMERICAN FALLS ID |   | American Falls   | ID | 83211  |
| Distribution Center                 | Lane Restriction                        |  |    |        |
| AMERISERVE/POST-ALBUQUERQUE         | <input type="radio"/> Solver            | <input checked="" type="radio"/> Required <input type="radio"/> Excluded |    |        |
| AMERISERVE/POST-DENVER              | <input checked="" type="radio"/> Solver | <input type="radio"/> Required <input type="radio"/> Excluded            |    |        |

FIG. 201

20200

Invalid Selection


**AMERISERVE/POST-ALBUQUERQUE is already required by J.R. SIMPLOT COMPANY-HERMISTON, OR.**

OK

FIG. 202



20300



DISPLAYING A PLURALITY OF DISTRIBUTION CENTERS OF A  
SUPPLY CHAIN UTILIZING A GRAPHICAL USER INTERFACE

20302



DESIGNATING A LANE RESTRICTION OF EACH OF THE  
DISTRIBUTION CENTERS UTILIZING THE GRAPHICAL USER  
INTERFACE

20304



CONDITIONALLY INVOLVING THE DISTRIBUTION CENTERS  
IN A SUPPLY CHAIN ANALYSIS BASED ON THE  
DESIGNATION

20306

**FIG. 203**

20400

| Supplier FOB                        |                   | Address        |    |        |
|-------------------------------------|-------------------|----------------|----|--------|
| CAVENDISH FARMS                     |                   | Dieppe         | NB | E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR  |                   | Hermiston      | OR | 99993  |
| LAMB WESTON, INC.-AMERICAN FALLS ID |                   | American Falls | ID | 83211  |
| Distribution Center                 | Truckload Freight | Lane Distance  |    |        |
| AMERISERVE POST-ALBUQUERQUE         | 1,617             |                |    |        |
| AMERISERVE POST-DENVER              | 1,277             |                |    |        |
| AMERISERVE POST-SALT LAKE, UT       | 691               |                |    |        |

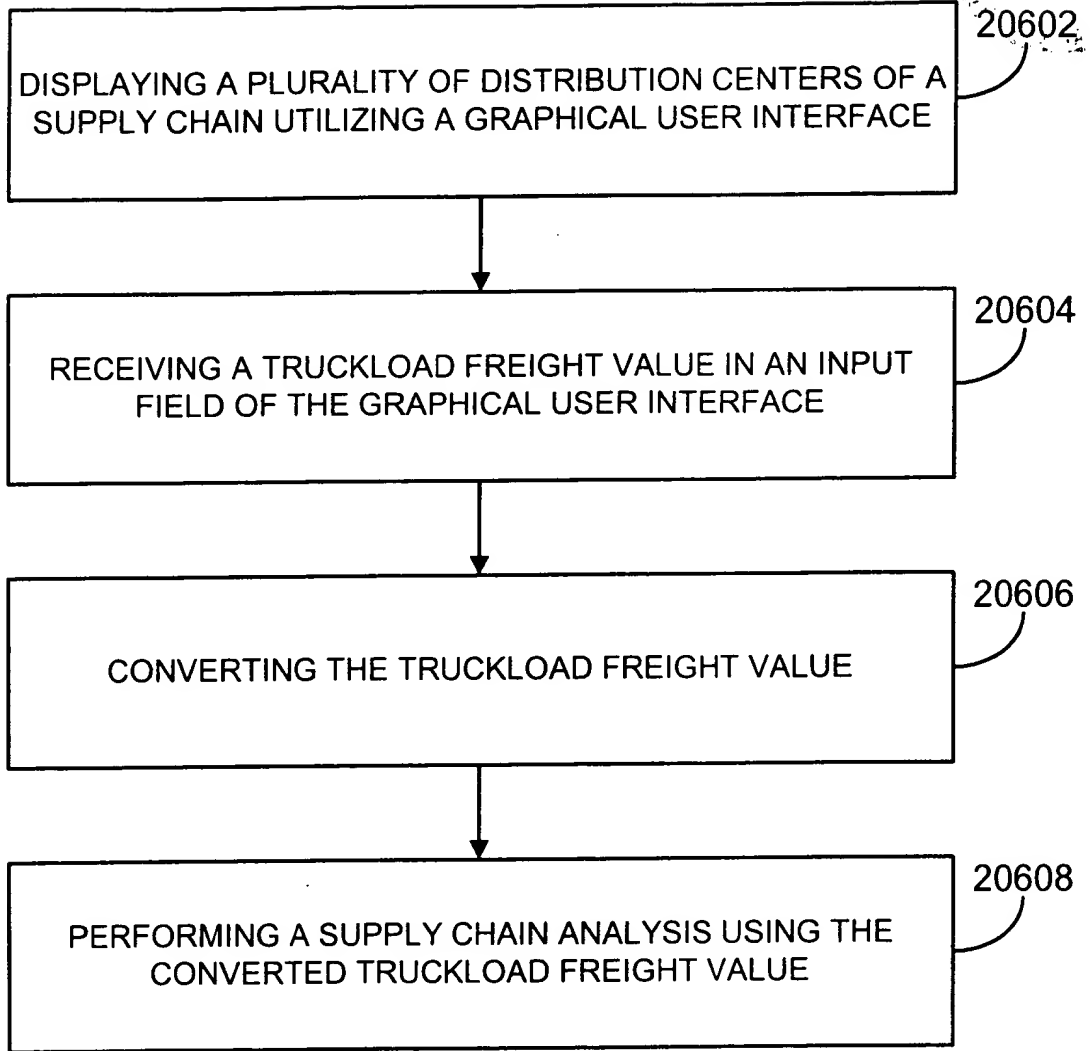
FIG. 204

20500

| Supplier FOB                  |        | Address      |                |                    |                     |                      |              |  |  |
|-------------------------------|--------|--------------|----------------|--------------------|---------------------|----------------------|--------------|--|--|
| O.K. FOODS-FORT SMITH AR      |        | Fort Smith   | AR             | 72904              |                     |                      |              |  |  |
| TYSON FOODS-GREEN FORREST, AR |        | Green Forest | AR             | 72638              |                     |                      |              |  |  |
| TYSON FOODS-RUSSELVILLE AR    |        | Russelville  | AR             | 72801              |                     |                      |              |  |  |
| Distribution Center           | Weight | LTL Minimum  | 0 to 1,000 LBS | 1,001 to 5,000 LBS | 5,001 to 10,000 LBS | 10,001 to 20,000 LBS | 20,000 LBS + |  |  |
| PS-ATLANTA                    | 15,000 |              |                |                    |                     | 1.10                 |              |  |  |
| PS-BURLINGTON                 | 15,000 | 400.00       |                |                    |                     | 1.20                 |              |  |  |

FIG. 205

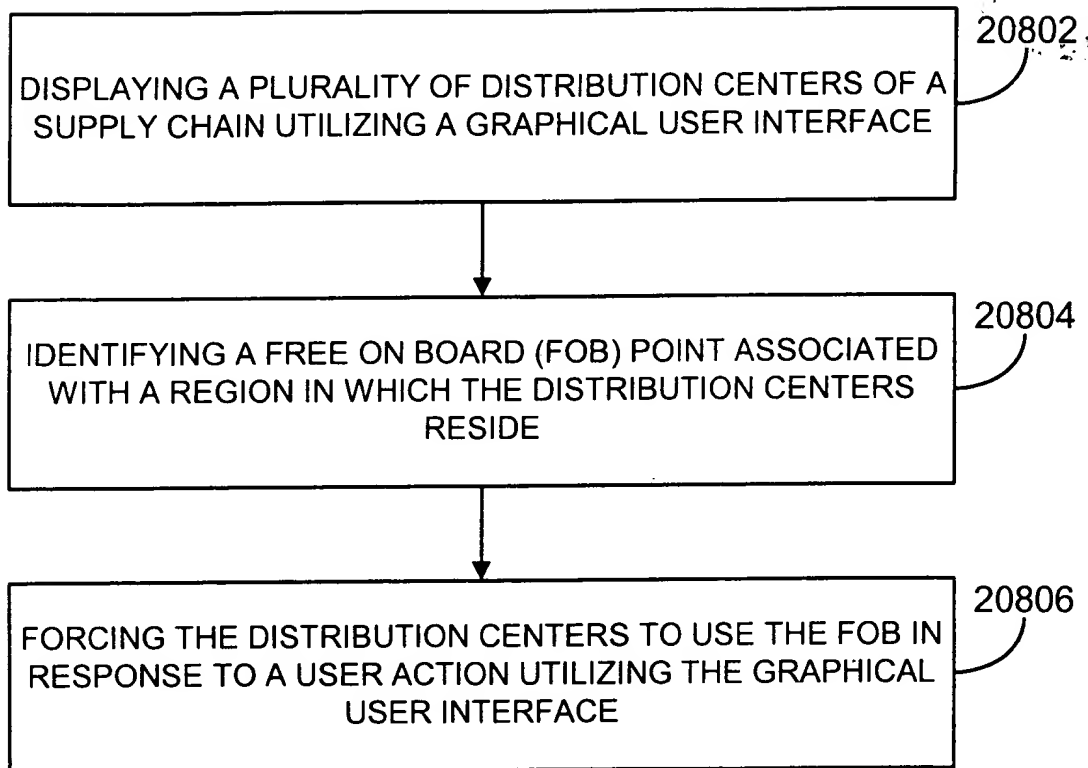
20600



**FIG. 206**

**FIG. 207**

20800



**FIG. 208**


20900



FIG. 209

21000

**Report Selection**

Report Type:  

**Report Parameters**

Supplier:

Supplier FOB:

Distribution Center:

Version:

**Report Name:**




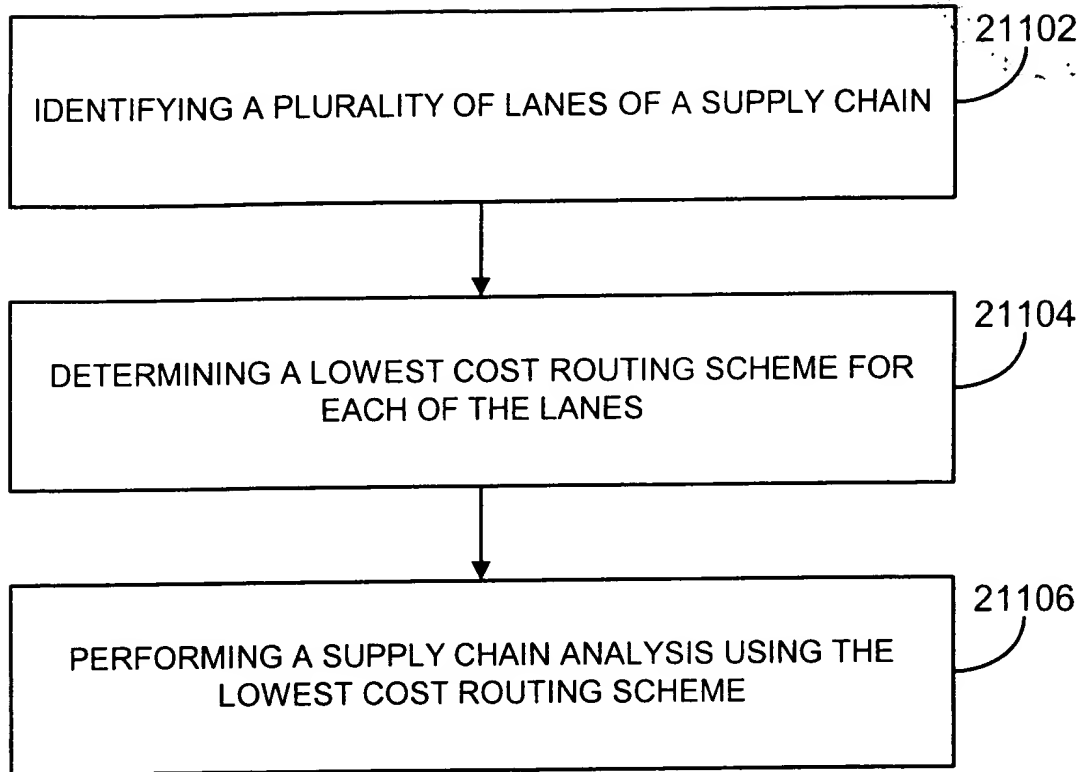
|   |   |
|---|---|
| Freight Information Provided                  |   |
| Freight Information Provided                  |  |
| LTL Routing Grid By Lane                      |   |
| Routing Results By Lane                       |   |
| Routing Results By Lane, Item                 |   |
| Routing Results w/ RDC Breakout By Lane       |   |
| Routing Results w/ RDC Breakout By Lane, Item |   |
| TL Freight Variance Analysis                  |  |

FIG. 210

21100



**FIG. 211**

21200

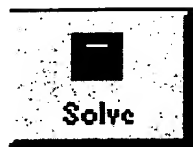


FIG. 212

21300

21302

**Report Selection**

| Report Type:            | Report Name:                    |
|-------------------------|---------------------------------|
| Awarded Volume          | Awarded Volume by Item - Detail |
| Awarded Volume          |                                 |
| Comparison Reports      |                                 |
| Cost Matrix Preview     |                                 |
| Optimal Product Routing |                                 |
| Tab Reports             |                                 |
|                         | ew Capacity & Prices            |

FIG. 213



21400

Awarded Volume by Item - Detail  
 Awarded Volume by Item - Detail  
 Awarded Volume by Item - Freight  
 Awarded Volume by Item - Summary  
 Competing DC Freight Analysis by Item  
 Lane Assignment Matrix  
 Lane Weighted Average Delivered Cost

**FIG. 214**

21500

Assigned Volume Percentages (no conversion)  
 Assigned Volume Percentages (with conversion)  
 Invoice FOB Detail Comparison (no conversion)  
 Invoice FOB Detail Comparison (with conversion)  
 Invoice FOB Savings Comparison (no conversion)  
 Invoice FOB Savings Comparison (with conversion)

**FIG. 215**

21600

Report Type:  Report Name:   
 Comparison Reports  Assigned Volume Percentages (no conversion)

**FIG. 216**

21700

Report Name:   
 Assigned Volume Percentages (no conversion)  
 Assigned Volume Percentages (no conversion)  
 Assigned Volume Percentages (with conversion)  
 Invoice FOB Detail Comparison (no conversion)

**FIG. 217**

21800

Item: HASH BROWNS(ROUND)

Comparison Versions:

- Base version
- With LTL riding with CCF, forced TL
- LTL moving with CCF, no Cavendish

Include Cost Matrices: ☒ Yes ☐ No

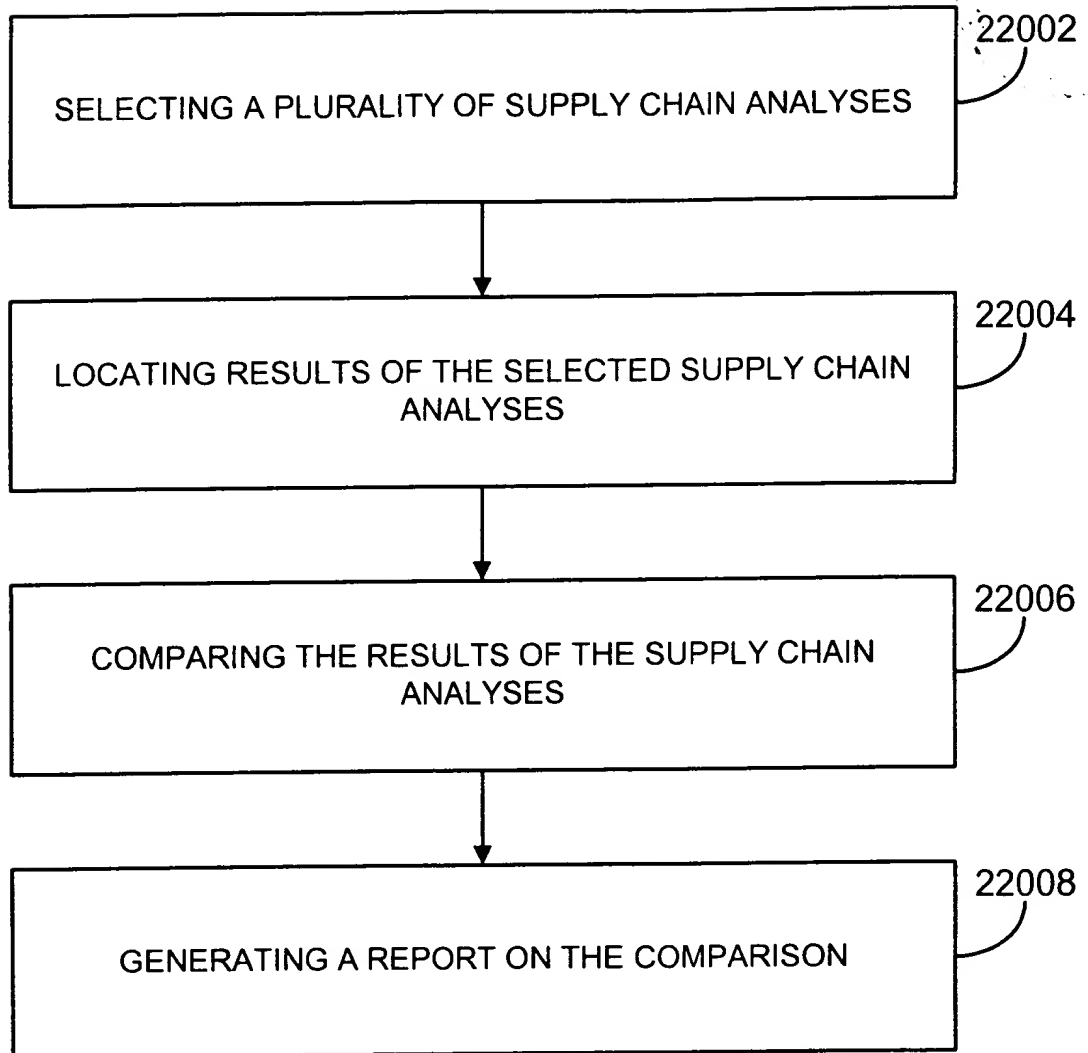
FIG. 218

21900



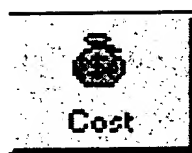
FIG. 219

22000



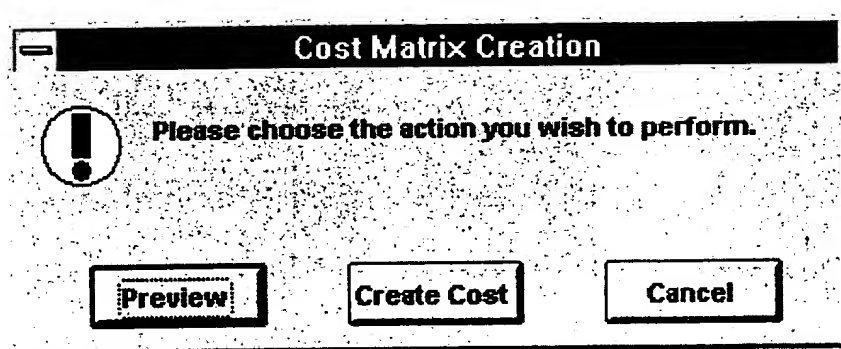
**FIG. 220**

22100



**FIG. 221**

22200



**FIG. 222**

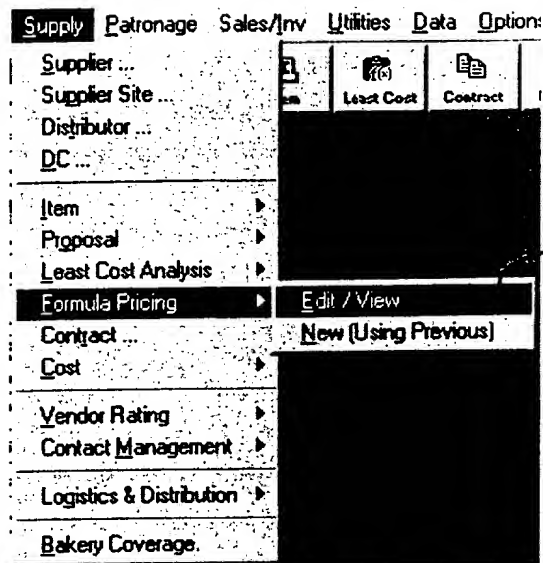


FIG. 223

22400

Formula Pricing - BEEF - 77% - 04/06/98

General Info | Pricing | Freight | Formulas | Block Cost | Adjustments

Pricing ID: 12

Description: Beef Pricing 04/06/01

Item: BEEF - 77%

Raw Material Pricing Date: 04/06/01 From: 03/23/01 To: 04/03/01

Cost Matrix Begin Date: 03/15/01 End Date: 03/28/01

FOB Adjustment Amount: 0.0000

22400

FIG. 224

22500

| Formula Pricing - BEEF - 77% - 04/06/98 |                         |                         |                         |                         |                         |                         |                            |                         |                            |                            |                     |                          |  |
|---|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|----------------------------|-------------------------|----------------------------|----------------------------|---------------------|--------------------------|--|
| General Info                            |                         | Pricing                 |                         | Freight                 |                         | Formulas                |                            | Block Cost              |                            | Adjustments                |                     |                          |  |
| Date                                    | FRSH<br>DOM 50%<br>TRIM | FRSH<br>DOM 55%<br>TRIM | FRSH<br>DOM 73%<br>TRIM | FRSH<br>DOM 75%<br>TRIM | FRSH<br>DOM 80%<br>LEAN | FRSH<br>DOM 85%<br>LEAN | FRSH<br>DOM 90%<br>LEAN BL | FRSH<br>DOM 90%<br>LEAN | FRSH<br>DOM 90%<br>LEAN YW | FRZN<br>DOM 90%<br>LEAN BL | IMP AUS<br>90% LEAN | Lean<br>Fine Tnd<br>Beef |  |
| 02/23/98                                | 0.8800                  | 0.9100                  | 0.9052                  | 0.9300                  | 0.9318                  | 0.9900                  | 0.9900                     | 0.9950                  | 1.0000                     | 0.9500                     | 0.9500              | 0.7960                   |  |
| 03/24/98                                | 0.8800                  | 0.9100                  | 0.9149                  | 0.9400                  | 0.9224                  | 0.9800                  | 1.0000                     | 1.0500                  | 1.1000                     | 0.9400                     | 0.9600              | 0.8400                   |  |
| 03/25/98                                | 0.8800                  | 0.9150                  | 0.8857                  | 0.9100                  | 0.9224                  | 0.9800                  | 1.1000                     | 1.1500                  | 1.2000                     | 0.9500                     | 0.9300              | 0.9200                   |  |
| 03/26/98                                | 0.8850                  | 0.9155                  | 0.8945                  | 0.9190                  | 0.9275                  | 0.9855                  | 1.2000                     | 1.2500                  | 1.3000                     | 0.9600                     | 0.9500              | 1.0000                   |  |
| 03/27/98                                | 0.8900                  | 0.9200                  | 0.9344                  | 0.9600                  | 0.9275                  | 0.9855                  | 1.0000                     | 1.0500                  | 1.1000                     | 0.9550                     | 0.9800              | 0.8400                   |  |
| 03/30/98                                | 0.8800                  | 0.9300                  | 0.9441                  | 0.9700                  | 0.9318                  | 0.9900                  | 0.9995                     | 0.9998                  | 1.0000                     | 0.9870                     | 0.9650              | 0.7998                   |  |
| 03/31/98                                | 0.8860                  | 0.9160                  | 0.9539                  | 0.9800                  | 0.9412                  | 1.0000                  | 1.1000                     | 1.1250                  | 1.1500                     | 0.9550                     | 0.9870              | 0.9000                   |  |
| 04/01/98                                | 0.8700                  | 0.9200                  | 0.9383                  | 0.9650                  | 0.9224                  | 0.9800                  | 1.2000                     | 1.2300                  | 1.2600                     | 0.9630                     | 0.9630              | 0.9840                   |  |
| 04/02/98                                | 0.8500                  | 0.9400                  | 0.9490                  | 0.9750                  | 0.9318                  | 0.9900                  | 1.0000                     | 1.0250                  | 1.0500                     | 0.9540                     | 0.9870              | 0.8200                   |  |
| 04/03/98                                | 0.8515                  | 0.9700                  | 0.9539                  | 0.9800                  | 0.9412                  | 1.0000                  | 1.1000                     | 1.0750                  | 1.0500                     | 0.9580                     | 0.9870              | 0.8600                   |  |
|   | 0.8753                  | 0.9247                  | 0.9275                  | 0.9529                  | 0.9300                  | 0.9881                  | 1.0690                     | 1.0950                  | 1.1210                     | 0.9572                     | 0.9659              | 0.8760                   |  |

FIG. 225

22600

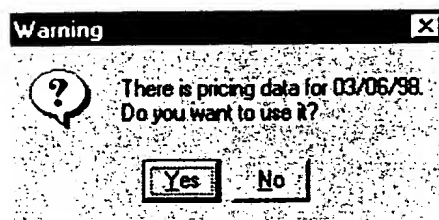


FIG. 226

22700

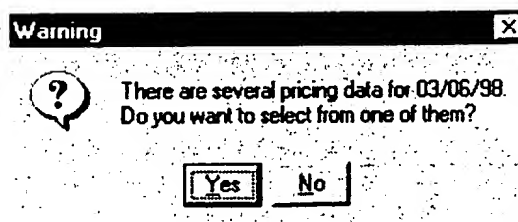


FIG. 227

22800

**Formula Pricing Selection** [X]

| Pricing ID | Calc. Date | Description          |
|------------|------------|----------------------|
| 10         | 03/08/98   | Beef Pricing 3/8/98  |
| 11         | 03/23/98   | Beef Pricing 3/23/98 |

OK Cancel

FIG. 228

22900

**Formula Pricing - BEEF - 77% - 04/06/98** [Min] [Max] [X]

General Info | **Pricing** | Freight | Formulas | Block Cost | Adjustments

| Supplier FOB                       | Address                   |
|------------------------------------|---------------------------|
| AMERICAN FOOD SERVICE              | King of Prussia, PA 19406 |
| DIVERSITY FOOD PROCESSING-VIRGINIA | Petersburg, VA 23805      |
| GOOD SERVINGS PRODUCTS-NH          | Manchester, NH 03108      |

| Material Type                  | Freight Amt |
|--------------------------------|-------------|
| Fresh Domestic 50% Trim        | 0.0450      |
| Fresh Domestic 65% Trim        | 0.0000      |
| Fresh Domestic 73% Trim        | 0.0000      |
| Fresh Domestic 75% Trim        | 0.0000      |
| Fresh Domestic 80% Lean        | 0.0000      |
| Fresh Domestic 85% Lean        | 0.0000      |
| Fresh Domestic 90% Lean        | 0.0400      |
| Fresh Domestic 90% Lean-Blue   | 0.0000      |
| Fresh Domestic 90% Lean-Yellow | 0.0000      |
| Frozen Domestic 90% Lean       | 0.0000      |
| Imported Australia 90% Lean    | 0.0150      |

FIG. 229

09816976-070601

23000

Formula Pricing - BEEF - 77% - 04/06/98

| General Info |  | Pricing |        | Freight |        | Formulas |        | Block Cost |        | Adjustments |        |        |        |         |        |        |        |  |  | Total |        |
|--------------|--|---------|--------|---------|--------|----------|--------|------------|--------|-------------|--------|--------|--------|---------|--------|--------|--------|--|--|-------|--------|
| Formula      |  | FD65TR  |        | FD65TR  |        | FD73TC   |        | FD80LC     |        | FD85LN      |        | FD90LC |        | BMAIR98 |        | LFTB   |        |  |  |       |        |
|              |  | Pct.    | Cost   | Pct.    | Cost   | Pct.     | Cost   | Pct.       | Cost   | Pct.        | Cost   | Pct.   | Cost   | Pct.    | Cost   | Pct.   | Cost   |  |  |       |        |
| AFS-1        |  | 0.3120  | 0.2871 |         |        |          |        |            |        |             |        | 0.1880 | 0.2134 | 0.4000  | 0.3924 | 0.1000 | 0.0911 |  |  |       | 0.9840 |
| DIV-1        |  | 0.1400  | 0.1295 | 0.2000  | 0.1949 | 0.1400   | 0.1368 |            |        |             |        | 0.2000 | 0.2190 | 0.3200  | 0.3139 |        |        |  |  |       | 0.9941 |
| GS-1         |  | 0.3270  | 0.3042 |         |        |          |        |            |        |             |        | 0.1730 | 0.1972 | 0.3600  | 0.3549 | 0.1400 | 0.1303 |  |  |       | 0.9866 |
| S&C-1        |  | 0.2414  | 0.2200 |         |        |          |        | 0.2179     | 0.2026 | 0.2179      | 0.2153 | 0.2179 | 0.2386 |         |        | 0.1050 | 0.0956 |  |  |       | 0.9721 |
| SER-1        |  | 0.3250  | 0.2926 |         |        |          |        |            |        |             |        | 0.1750 | 0.1951 | 0.3650  | 0.3571 | 0.1350 | 0.1236 |  |  |       | 0.9684 |
| TEX-1        |  | 0.3090  | 0.2766 |         |        |          |        |            |        |             |        | 0.3410 | 0.3802 | 0.2500  | 0.2452 | 0.1000 | 0.0896 |  |  |       | 0.9916 |
| WHI-1        |  | 0.3250  | 0.2958 |         |        |          |        |            |        |             |        | 0.1750 | 0.1969 | 0.3650  | 0.3608 | 0.1350 | 0.1230 |  |  |       | 0.9765 |
| WIS-1        |  | 0.3325  | 0.2977 |         |        |          |        |            |        |             |        | 0.4675 | 0.5165 | 0.1000  | 0.0966 | 0.1000 | 0.0890 |  |  |       | 1.0018 |

FIG. 230

23100

Formula Pricing - BEEF - 77% - 04/06/98

|              |         |         |          |            |             |
|--------------|---------|---------|----------|------------|-------------|
| General Info | Pricing | Freight | Formulas | Block Cost | Adjustments |
|--------------|---------|---------|----------|------------|-------------|

| Formula | Raw Material Cost | Yield | Block Cost | Margin | FOB Price | Include? |
|---------|-------------------|-------|------------|--------|-----------|----------|
| AFS-1   | 0.9840            | 0.99  | \$0.9990   | 0.1232 | \$1.1222  | Y        |
| DIV-1   | 0.9941            | 0.98  | \$1.0123   | 0.1669 | \$1.1792  | Y        |
| GS-1    | 0.9866            | 0.98  | \$1.0037   | 0.1287 | \$1.1324  | Y        |
| S&C-1   | 0.9721            | 1.00  | \$0.9721   | 0.1457 | \$1.1178  | Y        |
| SER-1   | 0.9684            | 0.99  | \$0.9831   | 0.1325 | \$1.1156  | Y        |
| TEX-1   | 0.9916            | 0.99  | \$1.0067   | 0.1232 | \$1.1299  | Y        |
| WHI-1   | 0.9765            | 0.98  | \$0.9939   | 0.1275 | \$1.1214  | Y        |
| WIS-1   | 1.0018            | 0.98  | \$1.0202   | 0.1334 | \$1.1536  | Y        |

FIG. 231



00016976-070604

23200

| Formula Pricing - BEEF - 77% - 04/06/98                                |          |                 |           |        |             |                |
|--|----------|-----------------|-----------|--------|-------------|----------------|
| General Info   Pricing   Freight   Formulas   Block Cost   Adjustments |          |                 |           |        |             |                |
| Formula  | Raw Cost | Yield           | FOB Price | Margin | Adjustments | Adj. FOB Price |
| AFS-1  | 0.9840   | 0.9850          | 0.9990    | 0.1232 | 0.0000      | 1.1222         |
| DIV-1  | 0.9941   | 0.9920          | 1.0123    | 0.1669 | 0.1500      | 1.3292         |
| GS-1   | 0.9866   | 0.9830          | 1.0037    | 0.1287 | 0.0000      | 1.1324         |
| S&C-1  | 0.9721   | 1.0000          | 0.9721    | 0.1457 | 0.0000      | 1.1178         |
| SER-1  | 0.9684   | 0.9850          | 0.9831    | 0.1325 | 0.0000      | 1.1156         |
| TEX-1  | 0.9916   | 0.9850          | 1.0067    | 0.1232 | 0.0000      | 1.1299         |
| Amount   |          | Adjustment Desc |           |        |             |                |
| 0.1500   | Upcharge |                 |           |        |             |                |

FIG. 232

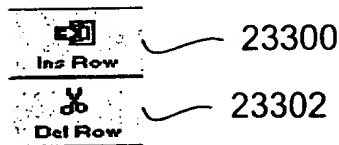


FIG. 233

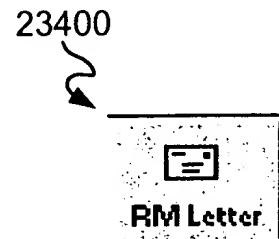
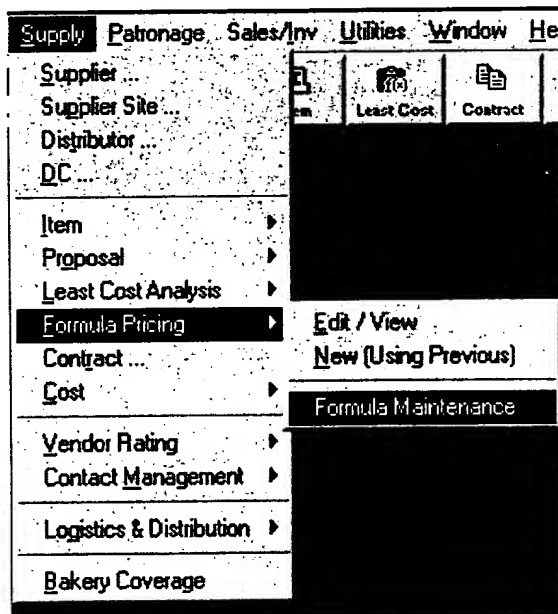


FIG. 234

23500

| Formula Maintenance     |                                    |                                 |            |
|-------------------------|------------------------------------|---------------------------------|------------|
| Formula ID              | Facility                           | Description                     | Short Name |
| 5                       | AMERICAN FOOD SERVICE              | American Food Service Formula A | AFS-1      |
| 7                       | DIVERSITY FOOD PROCESSING - VIRGIN | DIV Formula - 1b                | DIV-1      |
| 8                       | GOOD SERVINGS PRODUCTS - NH        | Good Servings Formula 1         | GS-1       |
| Number of Rows: 14      |                                    |                                 |            |
| Material Type           |                                    | Begin Date                      | Percentage |
| Fresh Domestic 50% Trim |                                    | 10/03/1997                      | 31.2000%   |
| Fresh Domestic 73% Trim |                                    | 10/01/1996                      | 20.0000%   |
| Fresh Domestic 85% Lean |                                    | 10/01/1997                      | 5.0000%    |
| Fresh Domestic 90% Lean |                                    | 10/01/1997                      | 18.8000%   |
| Number of Rows: 6       |                                    |                                 | 100.0000%  |

FIG. 235



23600

FIG. 236

2025-07-07 10:00:00